# National Coalition of United Arts Funds

## 1993 United Arts Fundraising

AMERICAN COUNCIL FOR THE ARTS

# UNITED ARTS FUNDRAISING
1993

Anita C. McGlynn
Editor

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AMERICAN • COUNCIL • FOR • THE • ARTS

May 23, 1994

Dear Friends of United Arts Fundraising:

I am delighted to present *United Arts Fundraising 1993*, our annual report on united arts funds (UAFs). Since 1975, the American Council for the Arts (ACA) has tracked the outstanding growth of the UAF movement and found that by building and sustaining pluralistic bases of support, UAFs are helping to counteract cut-backs in corporate and government arts support.

Since the first UAF was founded in 1949, the success of the movement has been impressive. In 1993, fifty-nine UAFs raised over $80.7 million for the arts. Thirty cities now raise over $11.2 million dollars through employee giving programs, an 18.6% increase from the $9.4 million raised in 1992.

Traditionally, UAFs have concentrated on raising operating support for at least three arts organizations in their communities. Sources of support include corporations, individuals, government, private foundations, and corporate matching gifts. While both fundraising strategies and allocation procedures vary from community to community, the underlying purpose of united arts fundraising is to secure general operating support for the arts from sources that may not be available to individual arts organizations.

Successful UAFs have the support of the arts organizations as well as the donors, and so are uniquely able to insure that the arts contribute optimally to the health and vitality of their communities. In addition, UAFs understand and meet the needs of the arts and confidently assure donors that they are contributing to financially sound organizations.

Through our National Coalition of United Arts Funds, ACA will continue to provide you with the information and services you need to make your community a dynamic and vibrant place to live. I look forward to working with you in the future and to monitoring your continued success.

Sincerely,

Luis R. Cancel
President and CEO

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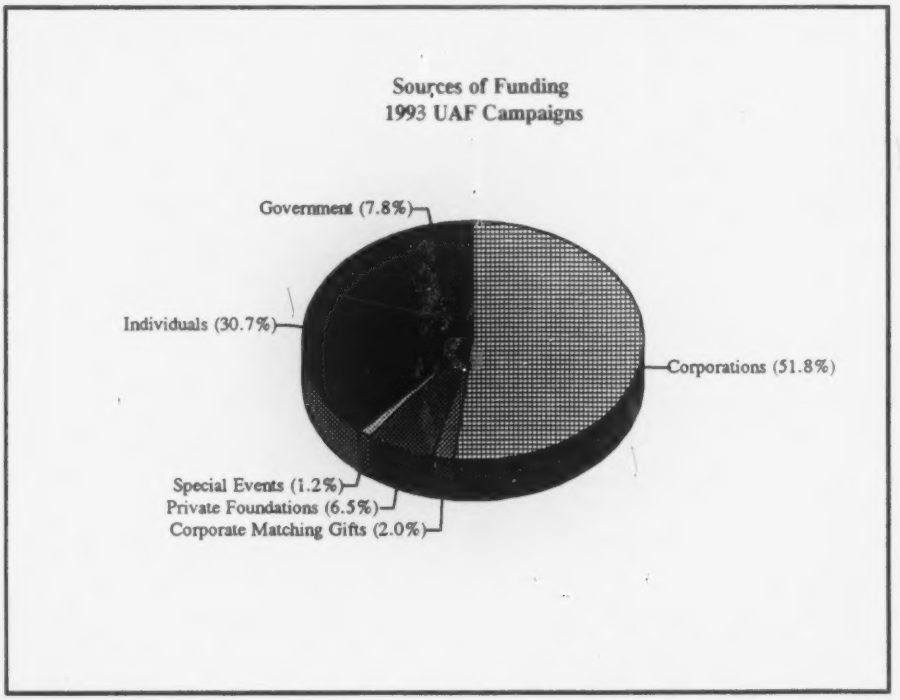
## SECTION I: INTRODUCTION

59 organizations participated in the 1993 united arts funds survey. Collectively, these organizations raised $79.1 million for more than 1,000 arts and cultural groups. A comparison of the communities reporting in both 1992 and 1993 shows a slight increase of $454,000 from the $78.6 million raised in 1992.

This slight increase is quite significant considering that the largest united arts fund, the Los Angeles Music Center, raised $12.7 million in 1993, a $2.9 million decrease from the $15.6 million raised in 1992. The decrease was due primarily to changes in fundraising protocol.



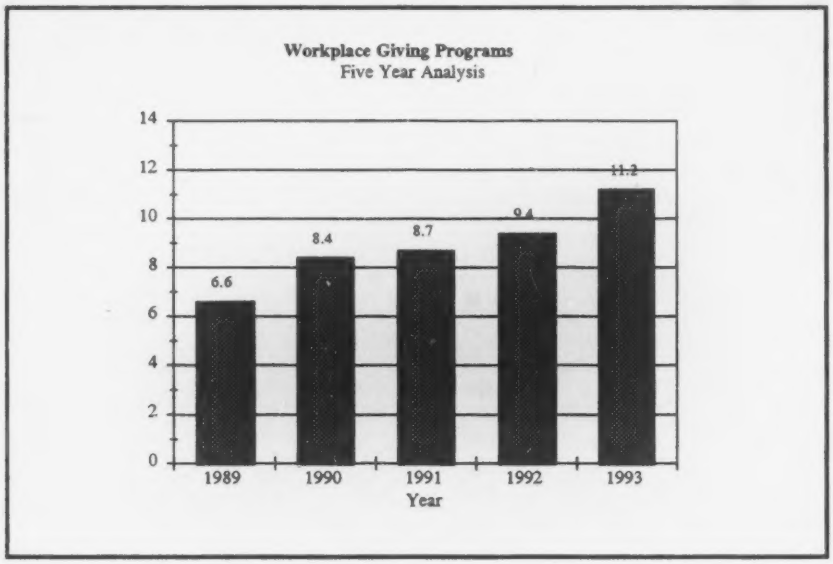

UAFs are federated campaigns that raise money for the operating support of at least three separate arts organizations. Sources of support include corporations (51.8%), individuals (30.7%), government (7.8%), private foundations (6.5%), special events (1.2%), and corporate matching gifts (2.0%).

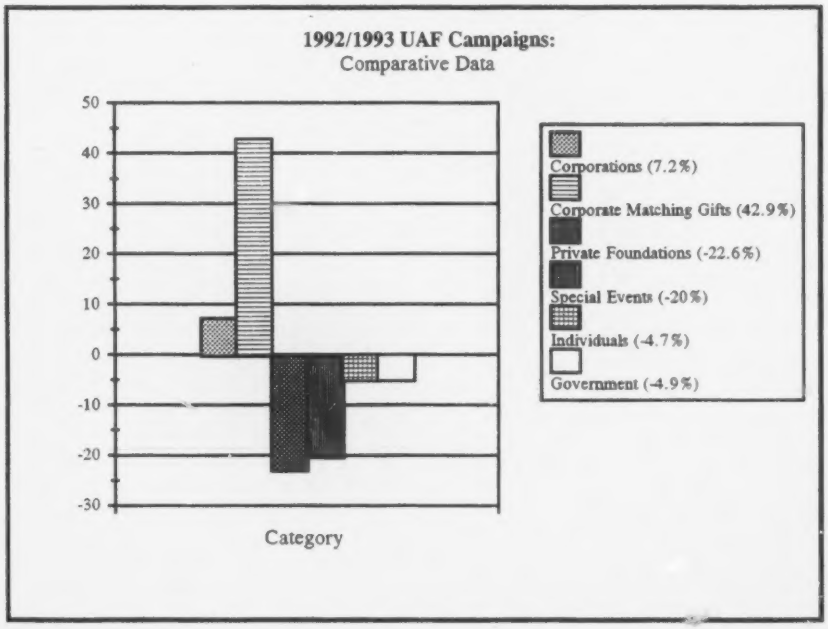
The results of the 1993 UAF campaigns are best illustrated by comparing the results to those reported by the same UAFs from the previous year. While individual and government contributions have decreased, corporate giving, particularly corporate matching gifts, has increased. Private foundation support dropped, as did special events.

Individual donations come from direct mail, telemarketing, and workplace giving programs. In 1993, 30 UAFs reported raising over $11.2 million from

individuals at their places of work, an impressive 18.6% increase from the $9.4 million raised in 1992. These dollars are especially significant since they broaden the base of support for the arts and have a direct effect on audience development.

While both fundraising techniques and allocation procedures vary from campaign to campaign, the primary objective of united arts fundraising is to broaden the base of support for the arts, and to raise more money with greater efficiency than would otherwise be possible.

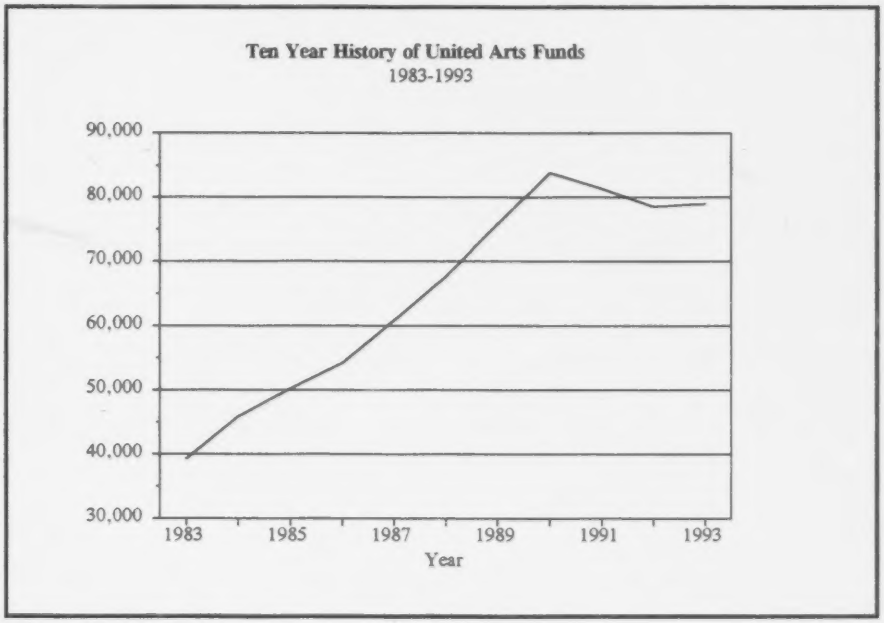



Each UAF is tailored to meet the unique needs and characteristics of the cultural organizations it represents and the donor communities it solicits. For this reason, UAFs vary widely in size and scope, ranging from annual campaigns of $46,000 in Rockland County, NY to the $12.7 million raised by the Music Center of Los Angeles County. They operate in communities as small as Jackson, TN (78,900) and as large as New York City.

Historically, the beneficiary organizations of united arts funds have been restricted from individually soliciting operating support from

the donors to the combined campaign. However, as the support base for the arts has diversified, policies have changed. In most communities, the arrangement between the UAF and the affiliated arts groups encourages the arts organizations to approach business donors for project support and sponsorships.




UAFs promote excellence in arts management and ensure that financially stable arts organizations are contributing to the vitality of their communities. In addition, UAFs enable the arts to compete more effectively for funding against other important community needs by providing a central source of statistics and advocacy. This role is becoming increasingly important as donors shift their funding priorities in an effort to meet all the needs of their communities.

The following report analyzes the comprehensive data received from 59 UAFs that conducted campaigns in 1993.

## SECTION II: AN OVERVIEW OF UNITED ARTS FUNDS

### TYPES OF CAMPAIGNS

Figure 5 summarizes the various types of donor groups solicited by UAFs. Of the 53 UAFs that provided information in this area, all included corporate and business gifts in their 1993 campaigns. Payroll deduction programs were used to raise money for the arts in 22 communities. Private foundations were solicited by 36 UAFs (68%), while government appeals were included in the campaigns of 22 UAFs (42%). Finally, 17 UAFs (33%) conducted one or more special events to raise money for their campaigns. Exhibits C-2 and C-7 provide more detailed information.

**FIGURE 5**
**Types of Campaigns**

| Types of Campaigns | No. UAFs |
|---|---|
| BUSINESS | |
| Corporate Only | 52 |
| Workplace Solicitation | 26 |
| Payroll Deduction | 22 |
| GOVERNMENT | |
| Included in Campaign | 22 |
| PRIVATE FOUNDATIONS | 39 |
| SPECIAL EVENTS | 17 |

Source: Exhibits C-2 and C-7

### POLICIES AND PROCEDURES

**1. Campaign Lengths and Schedules.**

The lengths of UAF campaigns range from several weeks to twelve months. The campaign length most favored by UAFs in 1993, as indicated in Figure 6, was 5-8 weeks. This time frame was the choice of 20 out of 59 UAFs (34%). Exhibit B-1 provides a more detailed analysis.

**FIGURE 6**
**UAF Campaign Schedules**

| | Length (in weeks) | No. UAFs |
|---|---|---|
| 1. | 4 or less | 2 |
| 2. | 5-8 | 20 |
| 3. | 9-13 | 12 |
| 4. | 14-17 | 5 |
| 5. | 18-21 | 5 |
| 6. | 22-26 | 1 |
| 7. | 27-30 | - |
| 8. | 31-34 | - |
| 9. | 35-39 | 2 |
| 10. | 40-43 | 2 |
| 11. | 44-47 | - |
| 12. | 48-52 | 10 |

Source: Exhibit B-1

**2. Procedures Used to Distribute Funds.** The predominant method (of 30 funds) for deciding allocation was review by UAF board or board committee. Two UAFs use an independent

committee to decide allocations. See Exhibit B-1 for an analysis of individual drives.

**3. Solicitation Activities of UAF Beneficiaries.** All UAFs permit "outside fundraising" by their member arts groups. These policies vary widely, but two general observations can be made: (1) fundraising activities by beneficiary groups are prohibited or limited during the public portion of a UAF campaign; and (2) the most typical restriction is to prohibit solicitation of operating support from corporations which contribute to the UAF campaign. The trend in this area in recent years is to adopt increasingly flexible policies. A summary statement for each UAF can be obtained from the American Council for the Arts.

**4. United Arts Fund Activities Other Than Fundraising.** Nearly all UAFs are engaged in activities besides fundraising (See Exhibit B-2). As shown in Figure 7, the most common of these are arts advocacy activities (35 UAFs), managing an arts council (23) and administering arts and education programs (19).

**FIGURE 7**
**Activities in Addition to Fundraising**

| Activity | No. UAFs |
|---|---|
| Arts Advocacy | 34 |
| Arts Council | 23 |
| Produce Arts Programs | 19 |
| Produce Arts Education Programs | 19 |
| Manage Arts Facility | 12 |

Source: Exhibit B-2

## ADMINISTRATION

Exhibit B-3 provides a complete analysis of the staffing for UAFs. On average, UAFs employ 6 people, the same since 1988. Average full-time staff dropped to 3 persons in 1993. The average number of part-time staff registered was also 3.

**FIGURE 8**
**Procedure Used to Distribute Funds**

| Activity | No. UAFs |
|---|---|
| Rev'w by UAF Bd. or Bd. Com. | 30 |
| Rev'w by Indep. Com. | 2 |
| Rev'w by UAF Staff | - |

Source: Exhibit B-1

## SECTION III: CAMPAIGN ANALYSIS

59 UAFs reported raising $79,059,000 in 1993. 21 campaigns topped the $1 million mark, led by the Music Center of Los Angeles County, which raised $12,668,500. The top ten UAFs for 1993 in total dollars raised are as follows:

**FIGURE 9**
**Top Ten UAFs**
**in Total Dollars Raised**

| UAF | ($000) |
|---|---|
| 1. Music Center (LA) | 12,668 |
| 2. Milwaukee, WI | 6,775 |
| 3. Cincinnati,OH | 5,840 |
| 4. Lincoln Center, NY | 5,139 |
| 5. Orlando, FL | 5,003 |
| 6. Louisville, KY | 4,583 |
| 7. Atlanta, GA | 4,334 |
| 8. Charlotte, NC | 3,236 |
| 9. St. Louis, MO | 2,580 |
| 10. Seattle, WA | 2,325 |

Source: Exhibit C-1

### PER CAPITA GIVING

39 UAFs had per capita giving--within their campaign area--exceeding $1.00, up from 31 in 1992. 22 UAFs achieved per capita giving of $2.00 or more, led by Chattanooga, TN with $8.25, and followed by Louisville, KY with $6.55. The 1993 average was $2.01, up from last year's $1.96. The top ten UAFs in campaign area per capita fundraising are shown in Figure 10.

**FIGURE 10**
**Top Ten UAFs in Campaign Area**
**Per Capita Giving**

| UAF | $ |
|---|---|
| 1. Chattanooga, TN. | 8.25 |
| 2. Louisville, KY | 6.55 |
| 3. Wausau, WI | 6.17 |
| 4. Charlotte, NC | 5.98 |
| 5. Winston-Salem, NC | 5.96 |
| 6. Columbus, IN | 5.12 |
| 7. Battle Creek, MI | 4.32 |
| 8. Orlando, FL | 4.17 |
| 9. Milwaukee, WI | 3.88 |
| 10. Cincinnati, OH | 3.35 |

Source: Exhibit C-1

### COMPARISON TO UNITED WAY CAMPAIGN

In 1993, UAFs raised an average of 10.8% of the total raised by their counterparts in local United Way campaigns (See Exhibit A-2). UAFs gained an increasingly greater share of the charitable dollar, rising nearly three percentage points from the 7.9% average registered in 1977. This percentage varied widely among UAFs in 1993, ranging from a high of 37.5% in Orlando, FL to a low of 0.1% in Albany, GA. The top ten campaigns in percentage raised compared to their United Way counterparts are shown in Figure 11.

**FIGURE 11**
**Top Ten UAFs in Percentage Raised versus United Way**

| UAF | % of United Way |
|---|---|
| 1. Orlando, FL | 37.5 |
| 2. Milwaukee, WI | 27.0 |
| 3. Charlotte, NC | 18.5 |
| 4. Fort Wayne, IN | 18.5 |
| 5. Catawba County, NC | 16.9 |
| 6. Winston-Salem, NC | 14.9 |
| 7. Cincinnati, OH | 13.7 |
| 8. Duluth, MN | 13.3 |
| 9. Oklahoma City, OK | 13.3 |
| 10. Lexington, KY | 12.3 |
| Wausau, WI | 12.3 |

Source: Exhibit A-2

## COMPARISON TO THE 1992 CAMPAIGN

Giving reported by 59 UAFs in 1993 marked an increase of $454,000 over that reported by 61 UAFs in 1992. Among the 56 UAFs for which data are available in both years, 15 showed decreases in giving over the previous year. Fourteen UAFs had increases of 10% or more, while the average percentage increase among all UAFs was 10.9%, up from the 0.8% increase in 1992. Figure 12 shows the ten UAFs which achieved the greatest percentage increases over their 1992 campaigns.

## ACHIEVING THE 1993 CAMPAIGN GOAL

As summarized in Figure 13, 39 of the UAF campaigns achieved 90% of their goal or better. 19 UAFs equaled or exceeded their goal, somewhat less than the 22 which did so in 1992. 43 UAFs recorded an average percentage of goal raised of 110.94%, up from the 99.6% recorded in 1992. Among the 32 UAFs that raised $500,000 or more, the average percentage of goal raised was 79%, less than the 99.6% for that group in 1992. The average percentage among the 27 campaigns that raised less than $500,000 was 59.6%. The top ten performances by UAFs in the percentage of goal raised are shown in Figure 12 (and a 1993 performance summary is shown in Exhibit C-1).

**FIGURE 12**
**Top Ten UAFs in Percentage Increase from 1992 Campaign**

| UAF | % Increase |
|---|---|
| 1. Washington, D.C. | 307 |
| 2. Corp. Theatre, NY | 67 |
| 3. Rowan County, NC | 40 |
| 4. New Orleans, LA | 33 |
| 5. Rapid City, SD | 24 |
| 6. Asheville, NC | 20 |
| 7. Dayton, OH | 19 |
| 8. Raleigh, NC | 18 |
| 9. Fort Worth, TX | 16 |
| 10. Harrisburg, PA | 13 |

Source: Exhibit A-2

**FIGURE 13**
**Success of 1993 Drives**

| % of Goal Raised | UAFs |
|---|---|
| <90 | 9 |
| 90<95 | 3 |
| 95<100 | 12 |
| 100<105 | 15 |
| 105<110 | - |
| >110 | 4 |

Source: Exhibit C-1

**FIGURE 14**
**Top Ten UAFs in % of Goal Raised**

| UAF | % of Goal Raised |
|---|---|
| 1. Seattle, WA | 116.3 |
| 2. New Orleans, LA | 113.8 |
| 3. Wausau, WI | 112.1 |
| 4. Catawba County, NC | 110.7 |
| 5. St. Louis, MO | 103.2 |
| 6. Atlanta, GA | 103.2 |
| 7. Lexington, KY | 102.0 |
| 8. Chattanooga, TN | 101.5 |
| 9. Harrisburg, PA | 101.5 |
| 10. Rock Hill, SC | 101.5 |

Source: Exhibit C-1

## ANALYSIS OF SOURCES OF CAMPAIGN FUNDS

There were six basic sources of funds for UAF campaigns in 1993: corporate, corporate matching gifts, individuals, private foundations, special events, and government. As shown in Exhibit C-2, the proportion raised from each varied dramatically among the campaigns. Among the three leading sources of funds--corporate, individuals and private foundations--the proportion for corporations ranged from 10.5% (Lawton, OK) to 100% (Lincoln Center, NY, Omaha, NE, and Rockland County, NY); for individuals, from 0.2% (Albany, GA and Charleston, WV) to 100% (District of Columbia); for private foundations, from 0.3% (Reading, PA and Catawba County, NC) to 66.3% (Chautauqua County, NY). Additionally, although only 22 UAFs reported including government funds in their campaigns, these funds averaged 7.8% of the total amount raised. Figure 15 shows the percentage of all money raised through UAF fundraising in 1993 from each of the six basic sources of funds.

Corporate giving accounted for about half of the total funds raised (51.8%), up from the 48.3% recorded in 1992. The proportion of individual giving (30.7%) decreased from the 32.2% recorded in 1992. Private foundation giving recorded a 6.5% share in 1993, down from 8.4% in 1992. Government support accounted for a 7.8% share, down from the 8.2% recorded in 1992. Special events slid to 1.2% from the 1.5% recorded in 1992.

**FIGURE 15**
**Analysis of Contribution Sources**

| Source | ($ millions) | % |
|---|---|---|
| Corporate | 35.8 | 51.8 |
| Individuals | 21.2 | 30.7 |
| Private Foundations | 4.5 | 6.5 |
| Government | 5.4 | 7.8 |
| Special Events | 0.8 | 1.2 |
| Corp. Mat. Gift | 1.4 | 2.0 |
| TOTAL | 69.1 | 100 |

Source: Exhibit C-2.

## BUSINESS GIVING

In 1993, 52 UAFs reported contributions from business totaling $35.8 million. Los Angeles and Lincoln Center led the way for business giving, collecting $5.6 million and $5.1 million respectively. The top ten UAFs in business giving are shown in Figure 16. Of the 47 UAFs reporting data, 12,333 gifts were received from business. The average business gift was $2,901, down from the $4,810 and $4,663 achieved in 1992 and 1991, respectively. Norfolk, VA led all UAFs with an annual average business gift of $29,300, followed by New Orleans ($23,700) and Omaha ($17,100) (See Exhibit C-3).

**FIGURE 16**
**Top Ten UAFs in Total Dollars Raised from Business**

| UAF | $000 |
|---|---|
| 1. Music Center (LA) | 5,582 |
| 2. Lincoln Center, NY | 5,139 |
| 3. Atlanta, GA | 3,148 |
| 4. Seattle, WA | 2,111 |
| 5. Louisville, KY | 1,805 |
| 6. Cincinnati, OH | 1,790 |
| 7. Charlotte, NC | 1,372 |
| 8. Omaha, NE | 1,353 |
| 9. Hartford, CT | 1,263 |
| 10. St. Louis, MO | 1,111 |

Source: Exhibit C-3

## INDIVIDUAL GIVING

Individuals contributed $21.0 million to 44 UAF campaigns, down 21% from the $26.7 million to 46 UAFs in 1992. The Music Center led the way in this category, garnering $5.6 million, followed by Cincinnati with $3.4 million. The top ten UAFs in individual giving are shown in Figure 17.

**FIGURE 17**
**Top Ten UAFs in Total Dollars Raised from Individuals**

| UAF | $000 |
|---|---|
| 1. Music Center (L.A.) | 5,625 |
| 2. Cincinnati, OH | 3,435 |
| 3. Louisville, KY | 2,538 |
| 4. Charlotte, NC | 1,819 |
| 5. St. Louis, MO | 997 |
| 6. Dayton, OH | 709 |
| 7. Oklahoma City, OK | 607 |
| 8. Memphis, TN | 530 |
| 9. Atlanta, GA | 521 |
| 10. Chattanooga, TN | 479 |

Source: Exhibit C-4

39 UAFs collectively reported receiving 179,875 gifts compared with 189,923 gifts reported by 47 UAFs in 1992. A summary of individual giving by category is shown in Exhibit C-6.

**Gifts from Professionals.** As shown in Exhibit C-6, attorneys were the leading source of professional gifts to UAFs, with 20 campaigns reporting 5,165 gifts totaling $757,000. Physicians came next, raising $564,000 from 3,541 gifts by 19 UAFs, down from $620,000 in 1992.

Milwaukee led all UAFs in number of gifts from attorneys (1,422), physicians (1,090), and dentists (248). Cincinnati was tops in realtors (1,510) and architects (302). Charlotte had the most teachers (5,411), accountants (781) and investment professionals (439).

Milwaukee also headed the list in dollars raised from physicians ($147,900). Charlotte led in dollars raised from accountants ($136,000), and from teachers ($128,900). Figure 18 shows the average professional gift among all UAFs.

**FIGURE 18**
**Gift Giving by Occupation**

| Category of Professional | Avg. Gift in $ |
|---|---|
| Engineers | 190.4 |
| Invest. Prof'ls | 171.6 |
| Physicians | 159.3 |
| Accountants | 151.8 |
| Attorneys | 146.6 |

Source: Exhibit C-6

**WORKPLACE GIVING**

Of the 59 UAFs reporting, 30 carried out some form of employee giving program--workplace solicitation or payroll deduction--as part of their campaigns in 1993. Overall, $11.2 million was raised through workplace giving from 149,103 gifts, an 18.6% gain over the $9.4 million raised in 1992 from 138,012 gifts and a significant increase over the $8.7 million raised from 151,678 gifts in 1991. Cincinnati led the way with $2.4 million (See Figure 19) from 34,510 gifts, followed by Louisville ($1.9 million from 27,904 gifts) and Charlotte ($1.6 million from 25,180 gifts). In 1993, at least 1,960 businesses nationwide conducted workplace giving programs. A detailed analysis of workplace giving appears in Exhibit C-7.

**FIGURE 19**
**Top Ten UAFs in Total Dollars Raised from Workplace Giving**

| UAF | $000 |
|---|---|
| 1. Cincinnati, OH | 2,422 |
| 2. Louisville, KY | 1,884 |
| 3. Charlotte, NC | 1,591 |
| 4. Milwaukee, WI | 1,221 |
| 5. Winston-Salem, NC | 817 |
| 6. St. Louis, MO | 673 |
| 7. Atlanta, GA | 436 |
| 8. Dayton, OH | 333 |
| 9. Orlando, FL | 280 |
| 10. Birmingham, AL | 230 |

Source: Exhibit C-7

**FIGURE 20**
**Top Ten UAFs in Total Dollars Raised from Private Foundations**

| UAF | $000 |
|---|---|
| 1. Music Center, (L.A.) | 964 |
| 2. Atlanta, GA | 520 |
| 3. Cincinnati, OH | 459 |
| 4. Chattanooga, TN | 373 |
| 5. Fort Wayne, IN | 259 |
| 6. New Orleans, LA | 180 |
| 7. Broome County, NY | 150 |
| 8. Charleston, WV | 149 |
| 9. Memphis, TN | 138 |
| 10. Grand Rapids, MI | 130 |

Source: Exhibit C-4

## PRIVATE FOUNDATION GIVING

As detailed in Exhibit C-4, $4.46 million was raised by 38 UAFs from private foundations, down from $6.5 million raised in 1992. The number of foundation gifts decreased in 1993 from 446 to 360. The average gift fell in 1993 to $12,400, from $14,850 in 1992. Figure 20 shows the top ten UAFs in dollars raised from private foundations.

## GOVERNMENT SUPPORT

Government grants totaling $5.4 million were reported as part of the campaigns of 22 UAFs, down from $6.5 million in 1992. City support accounted for $1.6 million among 11 UAFs. 11 UAFs reported a total of $2.4 million from county government, led by Orlando, FL ($1.1 million). A full analysis of government support to UAFs is presented in Exhibit C-8.

## SECTION IV: USES OF FUNDS

**FIGURE 21**
**Summary of Uses of Funds**

| Use | ($000) | % |
|---|---|---|
| Gen. Op. Support | 62,908 | 75.2% |
| Project Grants | 2,656 | 3.2% |
| Miscellaneous | 2,343 | 2.8% |
| UAF Costs | 9,855 | 11.8% |
| Reserve/Bad Debt | 3,642 | 4.4% |
| Other | 2,205 | 2.6% |
| TOTAL | 83,609 | 100% |

Source: Exhibit D-1

As shown in Figure 21, $83.6 million was allocated in 1993. Of this total, 75.2% was dispersed to arts and cultural institutions for general operating support. An additional 3.2% was awarded to arts organizations in the form of project grants.

As in 1992, resources in 1993 were predominantly allocated to meet current needs. 4.4% of the total allocated was placed in reserve to cover bad debts. 11.8% was used to cover UAF costs.

### ANALYSIS OF ALLOCATIONS

**General Operating Support.** 50 UAFs provided detailed allocation breakdowns, and reported that 497 arts and cultural organizations received operating support totaling $62.9 million.

Symphonies received the greatest proportion of UAF allocations, 29.4%. Theaters came next with 18%, followed by museums (17.1%) and opera (13.1%). (See Figure 22 and Exhibits D-2 through D-8).

**FIGURE 22**
**Summary of Allocations of Funds**

| Type of Organization | No. Funded | Total Allocated ($000) | Average Allocation | % of UAF Funds Allocated* |
|---|---|---|---|---|
| Symphonies | 42 | 14,089 | 84.4 | 29.4 |
| Theaters | 98 | 8,644 | 88.2 | 18.0 |
| Museums | 46 | 8,218 | 178.7 | 17.1 |
| Operas | 21 | 6,264 | 298.3 | 13.1 |
| Dance | 54 | 3,791 | 70.2 | 7.9 |
| Arts Councils | 8 | 513 | 64.1 | 1.1 |
| Arts Education | 22 | 1,325 | 60.2 | 2.8 |
| Music Groups | 102 | 1,198 | 11.7 | 2.5 |
| Visual Arts | 20 | 904 | 45.2 | 1.9 |
| Cultural Groups | 44 | 1,985 | 210.9 | 4.1 |
| Festivals | 8 | 525 | 65.5 | 1.1 |
| Other | 32 | 1,357 | 42.4 | 2.8 |
| TOTAL | 497 | 47,952 | | 100 |

Source: Exhibits D-2 to D-8

*Note: This is the percentage of all UAF funds allocated and slight rounding errors may have occurred. For average allocations per category, see Exhibits D-3 through D-8.

EXHIBITS.

EXHIBIT A
Comparative Data

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| | |
|---|---|
| A Ten-Year History of United Arts Funds | A-1 |
| Comparative Summary: United Way and Prior Year | A-2 |

**EXHIBIT A-1: TEN-YEAR HISTORY OF UNITED ARTS FUNDS**

| | Amounts shown in $000 | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| **United Arts Fund** | **1984** | **1985** | **1986** | **1987** | **1988** | **1989** | **1990** | **1991** | **1992** | **1993** |
| Albany, GA | na | na | na | 57.1 | 57.1 | na | 66 | 61.2 | 62.9 | 61.0 |
| Asheville, NC | 122.8 | 126.8 | 126.8 | 136.7 | 140.2 | 145.2 | 109 | 127.5 | 155.0 | 185.5 |
| Atlanta, GA | 2305 | 2550 | 2700 | 3200 | 3200 | 3333 | 3610.7 | 3788.3 | 4069.9 | 4334.0 |
| Baton Rouge, LA | na | na | na | 440.7 | 401.2 | 429.7 | 485.2 | 570.3 | 616.9 | 650.0 |
| Battle Creek, MI | na | 112 | 129.1 | 173.2 | 170.5 | 180 | 318.6 | 371 | 478.1 | 540.0 |
| Birmingham, AL | na | na | 1382 | 1230.2 | 2005 | 2602.8 | 3009 | 2742.7 | na | 1300.0 |
| Broome County, NY | 312.2 | na | na | 415 | 455 | 497.5 | 476.6 | 465.7 | 479.3 | 468.3 |
| Canton, OH | 385.5 | 385.5 | 398.3 | 430.7 | 459.9 | 504.6 | 552 | 584.9 | 607.3 | 610.0 |
| Catawba Cnty, NC | 2861.4 (a) | 309 | na | 308 | 290 | 262.6 | 266.5 | 249.7 | 232.2 | 260.2 |
| Charleston, WV | 345 | 375.2 | 384.1 | 445.8 | 493 | 465.7 | 477.3 | 509.5 | 485.0 | 488.4 |
| Charlotte, NC | 1267 | 1372 | 1550 | 1713 | 1903.3 | 2125 | 2315 | 2356 | 3090.0 | 3236.0 |
| Chattanooga, TN | 1728.5 | 825 | 902.4 | 987.4 | 1021 | 1081.8 | 1180.5 | 1206.3 | 1246.1 | 1320.1 |
| Chautauqua Cnty, NY | na | 183 | 216 | 216 | 222.3 | 235 | 235.1 | 255 | na | 203.3 |
| Cincinnati, OH | 3500 | 3750 | 4022.8 | 4233 | 4519.4 | 4880.6 | 5116.1 | 5127.5 | 5396.2 | 5840.1 |
| Columbia, SC | na | 420 | 450 | na | 410 | 458 | 483 | 500.8 | na | na |
| Columbus, IN | 89.9 | 94.5 | 99.3 | na | 111.3 | 126.1 | 135 | 129.8 | 145.0 | 158.8 |
| Corp. Theatre, NY | 281 | 327.1 | 397 | 315.9 | 250 | 250.8 | 275 | na | 320.0 | 534.0 |
| Dayton, OH | 840 | 1105 | 1223 | 1489.4 | 1410.9 | (b) | 1452.6 | 1508.8 | 1387.3 | 1646.2 |
| District of Columbia | na | na | na | na | na | na | na | na | 54.8 | 223.0 |
| Durham, NC | 177 | 217 | 240.9 | na | 265 | 303.8 | 267.6 | 248.2 | 267.6 | 300.0 |
| Dutchess County, NY | 180.7 | 215.5 | 230.7 | 252.3 | 274.1 | 282.5 | 269.6 | 252.6 | 182.2 | 196.7 |
| Erie, PA | 162.5 | 185.2 | na | 196.1 | 203 | 212.6 | 212 | 232 | 252.0 | 282.3 |
| Fort Wayne, IN | 526.7 | 650 | 849.2 | 872 | 1001 | 1072.6 | 1121.5 | 1122.1 | 1086.3 | 1113.9 |
| Fort Worth, TX | 1207 | 1309.6 | 1317.3 | 1072.6 | 1180.3 | 1251.6 | 1395 | 1215 | 1270.0 | 1468.0 |
| Grand Rapids, MI | na | na | na | na | 372.6 | 356.5 | 368 | 307 | 296.8 | 263.5 |
| Greensboro, NC | na | na | na | na | 684.9 | 730.7 | 691.9 | 592.8 | 645.4 | 616.0 |
| Harrisburg, PA | na | na | 205 | 215 | 230 | 314.8 | 380 | 426.2 | 489.0 | 553.3 |
| Hartford, CT | 1240 | 1311 | 1418 | 1500 | 1607.3 | 1586.6 | 1482.1 | 1320.4 | 1315.8 | 1401.2 |
| High Point, NC | 173.2 | 147.2 | 166.6 | 192.6 | 231.9 | 235.8 | 239.1 | 247.9 | 242.7 | 261.0 |
| Houston, TX | 1098.5 | 882.9 | na | 530.5 | 510.6 | na | 344 | 325.8 | 370.3 | 350.0 |
| Jackson, TN | na | na | na | 78 | 85.6 | 100 | 100 | 87.1 | na | 151.3 |
| Lawton, OK | na | na | 71.1 | 72.3 | 75.9 | 77.8 | 78.4 | 88.3 | 89.1 | 85.5 |
| Lexington, KY | na | na | na | na | 420 | 420.6 | 400 | 656.6 | 711.5 | 724.3 |
| Lexington, NC | na | 35 | 20.8 | 21 | 23 | 54.1 | 71 | 64.8 | 54.1 | na |
| Lincoln Center, NY | 4301.1 | 4620.6 | 5137 | 5011.5 | 5181.9 | 5593.5 | 5876 | 5317.6 | 5073.9 | 5139.4 |
| Louisville, KY | 1835.9 | 2123 | 2473.2 | 2701 | 3075 | 3401 | 3800 | 4074.4 | 4401.3 | 4583.4 |
| Manchester, NH | 134.6 | 132 | 164.4 | 165.5 | 159.6 | 145 | 129 | 129 | 91.0 | na |
| Memphis, TN | 1117.2 | 1164.9 | 1327.5 | 1422.3 | 1572 | 1642.3 | 1751.4 | 1813 | 1895.2 | 1838.2 |
| Milwaukee, WI | 2531 | 3000.8 | 4019.6 | 4901.3 | 5110.6 | 5513.8 | 5908.8 | 6250 | 6500.3 | 6775.8 |
| Mobile, AL | 208.5 | 227 | 230 | 254 | 286.7 | 305.1 | 298.6 | 287 | 265.9 | 276.3 |
| Music Center (L.A.) | 7637.5 | 8514 | 9778.9 | 12700.2 | 13025 | 14284.5 | 15347.5 | 16292 | 15637.0 | 12668.5 |
| Natl Fund/Dance, NY | 565.1 | 505 | 543.5 | 454.1 | 385.9 | na | 349.5 | na | 591.5 | 402.6 |
| New Orleans, LA | na | na | na | na | na | 1126 | 1761.9 | 1449.8 | 858.5 | 1137.7 |
| Newton, MA | na | na | na | na | na | na | 111.6 | 111.3 | 89.4 | 85.0 |
| Norfolk, VA | na | na | na | na | 471.1 | 506.6 | 542.7 | 590.6 | 595.9 | 607.4 |
| Oklahoma City, OK | 1100.5 | 1200 | 1250 | 1147.1 | 1073.4 | 1100.8 | 1232 | 1200.2 | 1195.0 | 1304.3 |
| Omaha, NE | 1489.1 | 1500 | 1862.7 | 1812.6 | 1882.2 | 1733 | 1726.1 | 1748.4 | 1328.0 | 1353.3 |
| Orlando, FL | 1275.3 | 1551.9 | 1571.4 | 1502.4 | 1753.1 | 6870 | 7010 | 4919.2 | 5282.9 | 5003.5 |
| Parkersburg, WV | 51.5 | 68.2 | 151.4 | 234.6 | 255 | 271.1 | 285.2 | na | 230.0 | na |
| Raleigh, NC | na | na | na | na | 370.1 | 410 | 470.7 | 478.9 | 465.8 | 551.2 |
| Rapid City, SD | na | 53 | na | 72.2 | 70.6 | 77.4 | 88.4 | 86.6 | 90.8 | 112.2 |
| Reading, PA | na | na | na | na | na | na | 140 | 128.1 | 121.8 | 133.3 |
| Rock Hill, SC | na | na | na | na | na | na | na | 53.7 | 70.0 | 76.1 |
| Rockland County, NY | na | na | na | na | na | na | 94 | 64 | 66.4 | 46.0 |
| Rowan County, NC | 35.6 | 39.7 | na | 45.4 | 40.1 | na | 44 | 43 | 37.9 | 53.0 |
| Seattle, WA | 1238.9 | 1293.6 | 1356 | 1372 | 1397 | 1499.4 | 1840.2 | 1928.8 | 2125.1 | 2325.0 |
| St. Joseph, MO | 80.8 | 86 | 97.6 | 108 | 125.4 | 136.2 | 152 | 162.6 | 170.5 | 174.2 |
| St. Louis, MO | 2128.2 | 2175.1 | 2278 | 2370.4 | 2486 | 2506.3 | 2528.4 | 2600 | 2356.0 | 2580.9 |
| St. Paul, MN | 1659 | 1686.6 | 1221.6 | 1220.9 | 1282 | 1240 | 1164.1 | 1012.9 | na | 712.8 |
| The Depot (Duluth, MN) | 180.4 | 173.4 | 185.5 | 178.1 | 183.4 | 252 | 245.8 | 241.1 | 237.0 | 226.7 |
| Wausau, WI | na | na | na | na | 122 | 137 | 164.1 | 190.1 | 225.3 | 246.7 |
| Westchester Cnty, NY | 613 | 705 | na | 902 | 907.1 | 1003 | 1010 | 900 | 910.6 | 819.8 |
| Winston-Salem, NC | 1040 | 1205.7 | 1256.2 | 1330.9 | 1434.7 | 1561.7 | 1603.4 | 1581 | 1593.5 | 1615.0 |
| **TOTAL** | **45828.3** | **50222.3** | **54149.6** | **60818.3** | **67643** | **75894.1** | **83853.8** | **81395.1** | **78605.0** | **79059.3** |

(a) Catawba County raised money for a capital fundraising campaign.

(b) Dayton changed their public campaign from the fall to the spring.

(na) not available

**EXHIBIT A-2: COMPARATIVE SUMMARY: UNITED WAY AND PRIOR YEAR**

| United Arts Fund | 1993 Total Raised $ 000 | 1992 Total Raised $ 000 | % Change | Rank by % Change | 1993 United Way | % UAF / United Way | Does UW Camp. Area Differ From UAF's? |
|---|---|---|---|---|---|---|---|
| Music Center (L.A.) | 12668.5 | 15637.0 | -19.0 | 57 | - | - | - |
| Milwaukee, WI | 6775.8 | 6500.3 | 4.2 | 30 | 25,100,000 | 27.0 | no |
| Cincinnati, OH | 5840.1 | 5396.2 | 8.2 | 22 | 42,767,000 | 13.7 | no |
| Lincoln Center, NY | 5139.4 | 5073.9 | 1.3 | 39 | - | - | - |
| Orlando, FL | 5003.5 | 5282.9 | -5.3 | 53 | 13,349,392 | 37.5 | no |
| Louisville, KY | 4583.4 | 4401.3 | 4.1 | 31 | - | - | yes |
| Atlanta, GA | 4334.0 | 4069.9 | 6.5 | 25 | - | - | - |
| Charlotte, NC | 3236.0 | 3090.0 | 4.7 | 29 | 17,500,000 | 18.5 | yes |
| St. Louis, MO | 2580.9 | 2356.0 | 9.5 | 15 | 50,237,085 | 5.1 | no |
| Seattle, WA | 2325.0 | 2125.1 | 9.4 | 19 | 46,500,000 | 5.0 | yes |
| Memphis, TN | 1838.2 | 1895.2 | -3.0 | 47 | 17,501,102 | 10.5 | no |
| Dayton, OH | 1646.2 | 1387.3 | 18.7 | 7 | 20,000,000 | 8.2 | no |
| Winston-Salem, NC | 1615.0 | 1593.5 | 1.3 | 38 | 10,856,965 | 14.9 | no |
| Fort Worth, TX | 1468.0 | 1270.0 | 15.6 | 9 | - | - | - |
| Hartford, CT | 1401.2 | 1315.8 | 6.5 | 26 | 23,500,000 | 6.0 | no |
| Omaha, NE | 1353.3 | 1328.0 | 1.9 | 36 | - | - | no |
| Chattanooga, TN | 1320.1 | 1246.1 | 5.9 | 27 | - | - | yes |
| Oklahoma City, OK | 1304.3 | 1195.0 | 9.1 | 20 | 9,800,000 | 13.3 | no |
| Birmingham, AL | 1300.0 | - | 0.0 | 44 | 18,658,000 | 7.0 | yes |
| New Orleans, LA | 1137.7 | 858.5 | 32.5 | 4 | 17,000,000 | 6.7 | no |
| Fort Wayne, IN | 1113.9 | 1086.3 | 2.5 | 33 | 6,030,000 | 18.5 | no |
| Westchester Cnty, NY | 819.8 | 910.6 | -10.0 | 55 | 14,145,000 | 5.8 | yes |
| Lexington, KY | 724.3 | 711.5 | 1.8 | 37 | 5,886,566 | 12.3 | yes |
| St. Paul, MN | 712.8 | - | 0.0 | 43 | 64,000,000 | 1.1 | no |
| Baton Rouge, LA | 650.0 | 616.9 | 5.4 | 28 | 9,000,000 | 7.2 | yes |
| Greensboro, NC | 616.0 | 645.4 | -4.6 | 51 | 9,500,000 | 6.5 | no |
| Canton, OH | 610.0 | 607.3 | 0.4 | 41 | - | - | yes |
| Norfolk, VA | 607.4 | 595.9 | 1.9 | 35 | 153,000,000 | 0.4 | no |
| Harrisburg, PA | 553.3 | 489.0 | 13.1 | 10 | 6,800,000 | 8.1 | no |
| Raleigh, NC | 551.2 | 465.8 | 18.3 | 8 | 9,400,000 | 5.9 | no |
| Battle Creek, MI | 540.0 | 478.1 | 12.9 | 11 | - | - | - |
| Corp. Theatre, NY | 534.0 | 320.0 | 66.9 | 2 | - | - | - |
| Charleston, WV | 488.4 | 485.0 | 0.7 | 40 | - | - | - |
| Broome County, NY | 468.3 | 479.3 | -2.3 | 46 | 4,100,000 | 11.4 | no |
| Natl Fund/Dance, NY | 402.6 | 591.5 | -31.9 | 59 | - | - | yes |
| Houston, TX | 350.0 | 370.3 | -5.5 | 54 | - | - | - |
| Durham, NC | 300.0 | 267.6 | 12.1 | 12 | - | - | - |
| Erie, PA | 282.3 | 252.0 | 12.0 | 14 | 5,000,000 | 5.6 | no |
| Mobile, AL | 276.3 | 265.9 | 3.9 | 32 | - | - | - |
| Grand Rapids, MI | 263.5 | 296.8 | -11.2 | 56 | 11,612,004 | 2.3 | yes |
| High Point, NC | 261.0 | 242.7 | 7.6 | 24 | - | - | - |
| Catawba Cnty, NC | 260.2 | 232.2 | 12.1 | 13 | 1,541,423 | 16.9 | no |
| Wausau, WI | 246.7 | 225.3 | 9.5 | 17 | 2,012,000 | 12.3 | yes |
| The Depot (Duluth, MN) | 226.7 | 237.0 | -4.4 | 50 | 1,700,000 | 13.3 | yes |
| District of Columbia | 223.0 | 54.8 | 307.1 | 1 | - | - | - |
| Chautauqua Cnty, NY | 203.3 | - | 0.0 | 42 | - | - | - |
| Dutchess County, NY | 196.7 | 182.2 | 8.0 | 23 | - | - | no |
| Asheville, NC | 185.5 | 155.0 | 19.7 | 6 | 4,000,000 | 4.6 | no |
| St. Joseph, MO | 174.2 | 170.5 | 2.2 | 34 | 2,240,000 | 7.8 | no |
| Columbus, IN | 158.8 | 145.0 | 9.5 | 16 | - | - | - |
| Jackson, TN | 151.3 | - | 0.0 | 45 | - | - | yes |
| Reading, PA | 133.3 | 121.8 | 9.5 | 18 | - | - | no |
| Rapid City, SD | 112.2 | 90.8 | 23.6 | 5 | 917,834 | 12.2 | yes |
| Lawton, OK | 85.5 | 89.1 | -4.1 | 49 | 1,196,000 | 7.1 | no |
| Newton, MA | 85.0 | 89.4 | -4.9 | 52 | - | - | - |
| Rock Hill, SC | 76.1 | 70.0 | 8.7 | 21 | 900,000 | 8.5 | no |
| Albany, GA | 61.0 | 62.9 | -3.0 | 48 | 105,000,000 | 0.1 | yes |
| Rowan County, NC | 53.0 | 37.9 | 40.0 | 3 | 1,200,000 | 4.4 | yes |
| Rockland County, NY | 46.0 | 66.4 | -30.7 | 58 | - | - | - |
| Parkersburg, WV | * | | | | | | |
| Manchester, NH | * | | | | | | |
| Columbia, SC | * | | | | | | |
| Lexington, NC | * | | | | | | |
| **Total (*)** | **79059.3** | **78605** | **0.6** | | **731,950,717** | **10.8** | |

( - ) not available.

* Parkersburg, WV, Manchester, NH, Columbia, SC and Lexington, NC did not report.

See Exhibit A-1 for 1992 totals.

EXHIBIT B
Policies and Procedures

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| | |
|---|---|
| General UAF Information | B-1 |
| Analysis of Activities in Addition to Fundraising/Personnel Structure | B-2 |
| Door-to-Door, Telemarketing, and Direct Mail | B-3 |
| Reserves, Endowments, and Donor Designation | B-4 |

**EXHIBIT B-1: GENERAL UAF INFORMATION**

| United Arts Fund | Year UAF Started | First UAF Campaign | Length of Campaign (in weeks) | # on Bd. of Dir. | Mem. Org on Bd. (a) | Vary in Funding | Who Decides on Mem. Orgs. (b) | Voting Rights(c) | # UAF Mem. on Board (d) |
|---|---|---|---|---|---|---|---|---|---|
| Music Center (L.A.) | 1964 | 1968 | 52 | 66 | vp | no | uaf | yes | 4 |
| Milwaukee, WI | 1967 | 1967 | 40 | 50 | yes | - | - | yes | 18 |
| Cincinnati, OH | 1927 | 1949 | 12 | 35 | vp | no | uaf | yes | 7 |
| Lincoln Center, NY | 1959 | 1963 | 52 | 32 | o | no | bc | - | - |
| Orlando, FL | 1988 | 1989 | 8 | 20 | no | - | - | no | - |
| Louisville, KY | 1949 | 1949 | 12 | 80 | no | - | - | - | - |
| Atlanta, GA | 1963 | 1965 | 18 | 72 | vp,o | no | - | yes | 41 |
| Charlotte, NC | 1958 | 1959 | 6 | 44 | no | no | uaf | - | - |
| St. Louis, MO | 1963 | 1963 | 16 | 95 | yes | - | - | yes | - |
| Seattle, WA | 1969 | 1970 | 52 | 60 | no | - | - | no | - |
| Memphis, TN | 1963 | 1964 | - | 38 | no | - | - | no | - |
| Dayton, OH | 1974 | 1974 | 52 | 45 | vp | yes | uaf | yes | - |
| Winston-Salem, NC | 1949 | 1958 | 12 | 33 | no | - | - | no | - |
| Fort Worth, TX | 1963 | 1964 | 8 | 35 | vp | no | uaf | yes | 8 |
| Hartford, CT | 1971 | 1972 | 20 | 63 | yes | - | - | yes | 6 |
| Omaha, NE | 1983 | 1983 | 20 | 28 | no | - | - | no | - |
| Chattanooga, TN | 1969 | 1970 | 36 | 28 | no | no | uaf | no | - |
| Oklahoma City, OK | 1971 | 1972 | 8 | 70 | vp | no | uaf | yes | 7 |
| Birmingham, AL | 1986 | 1986 | 52 | 45 | o | no | bc,o | yes | 3 |
| New Orleans, LA | 1989 | 1989 | 52 | 13 | no | - | - | - | - |
| Fort Wayne, IN | 1955 | 1955 | 20 | 26 | yes | - | - | no | - |
| Westchester Cnty, NY | 1965 | 1975 | 24 | 45 | yes | - | - | yes | 4 |
| Lexington, KY | 1972 | 1985 | 8 | 40 | yes | - | - | yes | 1 |
| St. Paul, MN | 1954 | 1958 | 40 | 27 | yes | - | - | yes | 3 |
| Baton Rouge, LA | 1973 | 1986 | 16 | 20 | no | yes | ic | no | - |
| Greensboro, NC | 1962 | 1968 | 12 | 48 | yes | - | - | yes | 9 |
| Canton, OH | 1970 | 1974 | 6 | 20 | vp,m | no | uaf | yes | 5 |
| Norfolk, VA | 1987 | 1988 | - | 5 | no | - | - | - | - |
| Harrisburg, PA | 1983 | 1984 | 16 | 35 | no | - | - | no | - |
| Raleigh, NC | 1983 | 1988 | 9 | 46 | o | yes | uaf,bc | yes | 1 |
| Battle Creek, MI | 1964 | 1964 | 7 | 15 | o | yes | bc | yes | 1 |
| Corp. Theatre, NY | 1978 | 1978 | 52 | 26 | o | yes | o | - | - |
| Charleston, WV | 1981 | 1981 | 12 | 42 | vp | no | bc | no | 1 |
| Broome County, NY | 1986 | 1987 | 8 | 25 | no | no | bc | - | - |
| Natl Fund/Dance, NY | 1973 | 1973 | 52 | 19 | no | - | - | no | - |
| Houston, TX | 1974 | 1974 | 52 | 40 | vp | no | uaf | yes | 10 |
| Durham, NC | 1954 | 1954 | 17 | 42 | o | no | bc | - | - |
| Erie, PA | 1960 | 1967 | 8 | 50 | vp | yes | uaf,bc | yes | 3 |
| Mobile, AL | 1955 | 1961 | 6 | 37 | vp | no | uaf | yes | 4 |
| Grand Rapids, MI | 1968 | 1972 | 36 | 27 | yes | - | - | yes | 4 |
| High Point, NC | 1961 | - | 12 | 29 | vp | no | o | yes | 6 |
| Catawba Cnty, NC | 1960 | 1985 | 6 | 28 | no | no | ic | no | - |
| Wausau, WI | 1972 | 1976 | 8 | 22 | yes | - | - | no | - |
| The Depot (Duluth, MN) | 1973 | 1976 | 10 | 23 | yes | - | - | yes | 8 |
| District of Columbia | 1992 | 1992 | - | - | - | - | - | - | - |
| Chautauqua Cnty, NY | 1985 | 1985 | 12 | 16 | no | no | uaf | - | - |
| Dutchess County, NY | 1964 | 1979 | 16 | 30 | no | - | - | no | - |
| Asheville, NC | 1979 | 1983 | 10 | 30 | no | no | bc | - | - |
| St. Joseph, MO | 1963 | 1982 | 7 | 45 | yes | - | - | yes | 14 |
| Columbus, IN | 1974 | 1975 | 8 | 25 | vp | no | uaf | - | - |
| Jackson, TN | 1967 | 1975 | 8 | 33 | yes | - | - | no | - |
| Reading, PA | 1926 | 1926 | 20 | 21 | vp | no | uaf | yes | 1 |
| Rapid City, SD | 1971 | 1971 | 8 | 23 | vp | no | uaf | yes | 1 |
| Lawton, OK | 1977 | 1977 | 6 | 29 | yes | - | - | yes | 10 |
| Newton, MA | - | - | - | - | - | - | - | - | - |
| Rock Hill, SC | 1990 | 1991 | 6 | 13 | vp | no | uaf | yes | 6 |
| Albany, GA | 1976 | 1979 | 2.5 | 38 | vp,m | no | bc | yes | 3 |
| Rowan County, NC | 1977 | 1980 | 4 | 18 | yes | - | - | yes | 6 |
| Rockland County, NY | 1989 | 1990 | 12 | 17 | vp | no | uaf,bc | - | - |
| Parkersburg, WV | 1986 | 1987 | 52 | 45 | o | no | uaf | yes | 1 |
| Manchester, NH | 1975 | 1976 | 12 | 26 | o | no | uaf,bc | yes | 3 |
| Columbia, SC | 1984 | 1984 | 8 | 65 | no | no | bc | - | - |
| Lexington, NC | 1976 | 1983 | 6 | 17 | vp | yes | uaf | yes | yes |
| **Average** | | | **18.5** | **34.6** | | | | | **3.2** |

(a) In what capacity are the arts organizations to which you provide general operating support represented on your board? vp=volunteer president or other board member; m=manager; o=other.
(b) Who decides on your qualifying organizations? uaf=uaf board of trustees; bc=board committee; ic=independent committee; staff=uaf staff; o=other. (c) Do member organizations have voting rights on the uaf board?
(d) How many, if any, member organizations are represented on the uaf board? (-) Not available or not applicable.

## EXHIBIT B-2: ANALYSIS OF ACTIVITIES IN ADDITION TO FUNDRAISING/PERSONNEL STRUCTURE

| United Arts Fund | Arts Council | Facility Manager | Arts Program | Arts Education | Arts Advocacy | Other | Personnel Full Time | Personnel Part Time |
|---|---|---|---|---|---|---|---|---|
| Music Center (L.A.) | - | yes | - | - | no | - | 22 | 2 |
| Milwaukee, WI | - | no | - | - | no | - | 13 | 3 |
| Cincinnati, OH | - | no | - | - | yes | - | 12 | 0 |
| Lincoln Center, NY | - | - | - | - | no | - | 5 | 10 |
| Orlando, FL | - | no | - | - | yes | - | 2 | 0 |
| Louisville, KY | - | yes | yes | yes | yes | - | 10 | 0 |
| Atlanta, GA | - | - | - | - | no | - | 3 | 4 |
| Charlotte, NC | yes | no | yes | yes | yes | yes | 4 | 5 |
| St. Louis, MO | - | no | - | - | yes | yes | 10 | 10 |
| Seattle, WA | - | no | - | - | yes | yes | 5 | 2 |
| Memphis, TN | yes | no | - | yes | yes | - | 1 | 13 |
| Dayton, OH | - | no | - | - | yes | yes | 6 | 0 |
| Winston-Salem, NC | yes | yes | yes | yes | yes | yes | 4 | 0 |
| Fort Worth, TX | - | - | - | - | no | - | 0 | 2 |
| Hartford, CT | yes | yes | - | - | yes | yes | 4 | 0 |
| Omaha, NE | - | no | - | - | no | - | 2 | 2 |
| Chattanooga, TN | - | no | yes | yes | yes | yes | 5 | 0 |
| Oklahoma City, OK | - | no | - | - | no | - | 3 | 2 |
| Birmingham, AL | yes | no | - | - | yes | - | 0 | 2 |
| New Orleans, LA | - | no | - | - | no | - | (*) | 0 |
| Fort Wayne, IN | - | yes | - | yes | yes | - | 7 | 0 |
| Westchester Cnty, NY | yes | no | yes | yes | yes | yes | 2 | 4 |
| Lexington, KY | yes | yes | yes | - | yes | yes | 3 | 0 |
| St. Paul, MN | yes | no | yes | yes | yes | yes | 10 | 4 |
| Baton Rouge, LA | yes | no | - | yes | yes | yes | 4 | 0 |
| Greensboro, NC | yes | yes | yes | - | yes | - | 3 | 3 |
| Canton, OH | - | yes | yes | yes | yes | - | 5 | 4 |
| Norfolk, VA | - | no | - | - | no | - | 0 | 3 |
| Harrisburg, PA | - | no | - | - | yes | - | 3 | 4 |
| Raleigh, NC | yes | no | yes | yes | yes | - | 4 | 0 |
| Battle Creek, MI | - | - | - | - | no | - | 0 | 0 |
| Corp. Theatre, NY | - | - | - | - | no | - | 0 | 6 |
| Charleston, WV | - | - | - | - | no | - | 2 | 4 |
| Broome County, NY | yes | no | - | - | yes | - | 2 | 5 |
| Natl Fund/Dance, NY | - | no | - | - | no | - | 2 | - |
| Houston, TX | - | - | - | - | no | - | 0 | 1 |
| Durham, NC | - | - | - | - | no | - | 0 | 3 |
| Erie, PA | yes | no | yes | yes | yes | yes | 0 | 7 |
| Mobile, AL | - | - | - | - | no | - | 3 | 22 |
| Grand Rapids, MI | yes | no | yes | yes | yes | yes | 2 | 3 |
| High Point, NC | - | - | - | - | no | - | 0 | 0 |
| Catawba Cnty, NC | yes | yes | yes | - | yes | yes | 4 | 2 |
| Wausau, WI | yes | yes | - | - | yes | yes | 0 | 2 |
| The Depot (Duluth, MN) | yes | yes | yes | yes | yes | - | 4 | 0 |
| District of Columbia | - | - | - | - | no | - | 0 | 0 |
| Chautauqua Cnty, NY | - | - | - | - | no | - | 0 | 12 |
| Dutchess County, NY | yes | no | yes | yes | yes | yes | 3 | 0 |
| Asheville, NC | - | no | - | - | no | - | 2 | 3 |
| St. Joseph, MO | yes | no | yes | yes | yes | yes | 2 | 10 |
| Columbus, IN | - | - | - | - | no | - | 3 | 0 |
| Jackson, TN | yes | no | yes | yes | yes | - | 1 | - |
| Reading, PA | yes | no | - | yes | yes | - | 2 | 0 |
| Rapid City, SD | - | no | - | - | yes | yes | 0 | 2 |
| Lawton, OK | - | no | yes | - | yes | - | - | 3 |
| Newton, MA | - | - | - | - | no | - | 0 | 0 |
| Rock Hill, SC | - | no | - | - | no | - | 0 | 0 |
| Albany, GA | yes | yes | yes | yes | yes | yes | 0 | 2 |
| Rowan County, NC | yes | no | - | - | yes | - | 1 | 5 |
| Rockland County, NY | - | - | - | - | no | - | 0 | 1 |
| Columbia, SC | - | - | - | - | - | - | - | 3 |
| Parkersburg, WV | - | - | - | - | - | - | - | 4 |
| Manchester, NH | - | - | - | - | - | - | - | 1 |
| Lexington, NC | - | - | - | - | - | - | - | 5 |
| Total | 23 | 12 | 19 | 19 | 35 | | | |
| Averages | | | | | | | 2.9 | 2.9 |

(*) All staff work contributed by officers and member employees

## EXHIBIT B-3: DOOR-TO-DOOR, TELEMARKETING, AND DIRECT MAIL

| United Arts Fund | Door-to-Door | Telemarketing | Direct Mail |
|---|---|---|---|
| Music Center (L.A.) | no | yes | yes |
| Milwaukee, WI | no | yes | yes |
| Cincinnati, OH | no | no | yes |
| Lincoln Center, NY | - | - | - |
| Orlando, FL | no | no | yes |
| Louisville, KY | - | - | - |
| Atlanta, GA | - | - | - |
| Charlotte, NC | no | yes | yes |
| St. Louis, MO | no | yes | yes |
| Seattle, WA | no | no | yes |
| Memphis, TN | no | yes | yes |
| Dayton, OH | no | yes | yes |
| Winston-Salem, NC | no | yes | yes |
| Fort Worth, TX | - | - | - |
| Hartford, CT | no | yes | no |
| Omaha, NE | no | yes | yes |
| Chattanooga, TN | no | yes | yes |
| Oklahoma City, OK | no | yes | yes |
| Birmingham, AL | no | no | yes |
| New Orleans, LA | no | no | yes |
| Fort Wayne, IN | no | yes | yes |
| Westchester Cnty, NY | no | no | yes |
| Lexington, KY | no | no | yes |
| St. Paul, MN | no | yes | yes |
| Baton Rouge, LA | - | - | - |
| Greensboro, NC | no | no | yes |
| Canton, OH | no | yes | yes |
| Norfolk, VA | no | no | no |
| Harrisburg, PA | no | no | yes |
| Raleigh, NC | no | yes | yes |
| Battle Creek, MI | - | - | - |
| Corp. Theatre, NY | - | - | - |
| Charleston, WV | - | - | - |
| Broome County, NY | no | no | no |
| Natl Fund/Dance, NY | no | no | yes |
| Houston, TX | - | - | - |
| Durham, NC | - | - | - |
| Erie, PA | no | yes | yes |
| Mobile, AL | - | - | - |
| Grand Rapids, MI | no | yes | yes |
| High Point, NC | - | - | - |
| Catawba Cnty, NC | no | no | yes |
| Wausau, WI | no | yes | yes |
| The Depot (Duluth, MN) | no | yes | yes |
| District of Columbia | - | - | - |
| Chautauqua Cnty, NY | - | - | - |
| Dutchess County, NY | no | yes | yes |
| Asheville, NC | no | yes | yes |
| St. Joseph, MO | no | no | yes |
| Columbus, IN | - | - | - |
| Jackson, TN | no | no | yes |
| Reading, PA | no | no | yes |
| Rapid City, SD | no | no | yes |
| Lawton, OK | no | yes | yes |
| Newton, MA | - | - | - |
| Rock Hill, SC | no | no | yes |
| Albany, GA | yes | no | no |
| Rowan County, NC | yes | yes | yes |
| Rockland County, NY | - | - | - |
| | | | |
| Columbia, SC | - | - | - |
| Parkersburg, WV | - | - | - |
| Manchester, NH | - | - | - |
| Lexington, NC | - | - | - |

## EXHIBIT B-4: RESERVE, ENDOWMENT AND DONOR DESIGNATION

| United Arts Fund | Do you build in a reserve fund? (a) | How much is your reserve fund? (b) | Year of endowment? (c) | How much was raised? (d) | Do you allow donor designation? |
|---|---|---|---|---|---|
| Music Center (L.A.) | no | - | 1973 (e) | - | yes |
| Milwaukee, WI | yes | 375,000 | - | - | no |
| Cincinnati, OH | no | - | - | - | yes |
| Lincoln Center, NY | no | - | - | - | - |
| Orlando, FL | no | - | - | - | yes |
| Louisville, KY | no | - | - | - | - |
| Atlanta, GA | yes | 43,567 | - | - | yes |
| Charlotte, NC | no | - | 1990 | 10,000,000 | no |
| St. Louis, MO | yes | 790,000 | - | - | rarely |
| Seattle, WA | no | - | 1989 | 1,000,000 | yes |
| Memphis, TN | no | - | 1987 | 6,500,000 | yes |
| Dayton, OH | no | 597,402 | - | - | yes |
| Winston-Salem, NC | no | - | - | - | - |
| Fort Worth, TX | - | - | - | - | yes |
| Hartford, CT | no | 250,000 | - | - | - |
| Omaha, NE | no | - | - | - | no |
| Chattanooga, TN | no | 610,000 | 1982-1985 | 3,100,000 | yes |
| Oklahoma City, OK | yes | 620,840 | - | - | - |
| Birmingham, AL | no | - | - | - | yes |
| New Orleans, LA | no | - | 1989 | 3,199,000 | - |
| Fort Wayne, IN | no | 199,500 | - | - | yes |
| Westchester Cnty, NY | no | - | - | - | no |
| Lexington, KY | no | - | - | - | yes |
| St. Paul, MN | no | 80,000 | - | - | - |
| Baton Rouge, LA | - | - | - | - | - |
| Greensboro, NC | no | - | - | - | no |
| Canton, OH | no | 195,000 | - | - | no |
| Norfolk, VA | yes | 30,000 | - | - | no |
| Harrisburg, PA | no | - | - | - | no |
| Raleigh, NC | yes | 42,000 | 1987 | 243,000 | yes |
| Battle Creek, MI | - | - | - | - | no |
| Corp. Theatre, NY | - | - | - | - | - |
| Charleston, WV | yes | 30,000 | - | - | yes |
| Broome County, NY | no | - | - | - | - |
| Natl Fund/Dance, NY | no | - | - | - | - |
| Houston, TX | - | - | - | - | - |
| Durham, NC | - | - | - | - | - |
| Erie, PA | yes | 1,000 | - | Ongoing | yes |
| Mobile, AL | no | - | - | - | - |
| Grand Rapids, MI | no | 25,000 | - | - | - |
| High Point, NC | - | - | - | - | - |
| Catawba Cnty, NC | no | - | - | - | no |
| Wausau, WI | no | - | - | - | no |
| The Depot (Duluth, MN) | no | 40,000 | - | - | yes |
| District of Columbia | - | - | - | - | - |
| Chautauqua Cnty, NY | - | - | - | - | - |
| Dutchess County, NY | no | - | - | - | - |
| Asheville, NC | no | 9,919 | - | - | - |
| St. Joseph, MO | no | - | - | - | yes |
| Columbus, IN | no | - | - | - | - |
| Jackson, TN | no | - | - | - | - |
| Reading, PA | yes | 2,300,000 | - | - | yes |
| Rapid City, SD | yes | 10,000 | - | - | - |
| Lawton, OK | no | - | - | - | - |
| Newton, MA | no | - | - | - | - |
| Rock Hill, SC | yes | 4,000 | - | - | - |
| Albany, GA | no | - | - | - | - |
| Rowan County, NC | no | - | - | - | - |
| Rockland County, NY | - | - | - | - | no |
| | | | | | |
| Manchester, NH | - | - | - | - | yes |
| Lexington, NC | - | - | - | - | no |
| Columbia, SC | - | - | - | - | - |
| Parkersburg, WV | - | - | - | - | - |

(a) Do you build in a contribution to your reserve fund in your annual campaign allocation formula?
(b) What is the size of your reserve fund? (c) In what year did you conduct an endowment drive?
(d) How much was raised for your endowment? (e) Endowment gifts on ongoing basis

EXHIBIT C
Fundraising


| | |
|---|---|
| Campaign Performance Summary | C-1 |
| Summary of Campaign Sources of Funds | C-2 |
| Analysis of Corporate and Corporate Matching Gifts | C-3 |
| Analysis of Private Foundations and Individuals | C-4 |
| Analysis of Government and Special Events | C-5 |
| Analysis of Professional Giving | C-6 |
| Analysis of Workplace Giving and CFC Campaigns | C-7 |
| Analysis of Government Support | C-8 |

**EXHIBIT C-1: CAMPAIGN PERFORMANCE SUMMARY**

| United Arts Fund | 1993 Total Raised in $000 | Goal in $000 | % of Goal | Campaign Area Population in '000 | $ Per Cap. Amount | Rank by $ Per Cap. | Status (a) |
|---|---|---|---|---|---|---|---|
| Music Center (L.A.) | 12668.5 | 14514.0 | 87.3 | 12500.0 | 1.01 | 39 | 2 |
| Milwaukee, WI | 6775.8 | 6750.0 | 100.4 | 1745.0 | 3.88 | 9 | 2 |
| Cincinnati, OH | 5840.1 | 5936.0 | 98.4 | 1744.0 | 3.35 | 10 | 3 |
| Lincoln Center, NY | 5139.4 | 5400.0 | 95.2 | 8000.0 | 0.64 | 48 | - |
| Orlando, FL | 5003.5 | - | - | 1200.0 | 4.17 | 8 | 2 |
| Louisville, KY | 4583.4 | 4570.0 | 100.3 | 700.0 | 6.55 | 2 | 1 |
| Atlanta, GA | 4334.0 | 4200.0 | 103.2 | 1800.0 | 2.41 | 18 | 1 |
| Charlotte, NC | 3236.0 | 3225.0 | 100.3 | 541.2 | 5.98 | 4 | 1 |
| St. Louis, MO | 2580.9 | 2500.0 | 103.2 | 2300.0 | 1.12 | 32 | 3 |
| Seattle, WA | 2325.0 | 2000.0 | 116.3 | 2093.5 | 1.11 | 33 | 2 |
| Memphis, TN | 1838.2 | 1900.0 | 96.7 | 800.0 | 2.30 | 19 | 1 |
| Dayton, OH | 1646.2 | - | - | 951.3 | 1.73 | 24 | 2 |
| Winston-Salem, NC | 1615.0 | 1655.0 | 97.6 | 270.9 | 5.96 | 5 | 1 |
| Fort Worth, TX | 1468.0 | - | - | 500.0 | 2.94 | 15 | 1 |
| Hartford, CT | 1401.2 | 1400.0 | 100.1 | 1000.0 | 1.40 | 28 | 1 |
| Omaha, NE | 1353.3 | 1350.0 | 100.2 | 417.0 | 3.25 | 12 | - |
| Chattanooga, TN | 1320.1 | 1300.0 | 101.5 | 160.0 | 8.25 | 1 | 1 |
| Oklahoma City, OK | 1304.3 | 1500.0 | 87.0 | 400.0 | 3.26 | 11 | 2 |
| Birmingham, AL | 1300.0 | 1500.0 | 86.7 | 650.0 | 2.00 | 22 | 1 |
| New Orleans, LA | 1137.7 | 1000.0 | 113.8 | 1350.0 | 0.84 | 46 | 2 |
| Fort Wayne, IN | 1113.9 | 1155.0 | 96.4 | 3000.0 | 0.37 | 54 | 1 |
| Westchester Cnty, NY | 819.8 | 1000.0 | 82.0 | 894.9 | 0.92 | 43 | 1 |
| Lexington, KY | 724.3 | 710.0 | 102.0 | 225.0 | 3.22 | 13 | 1 |
| St. Paul, MN | 712.8 | 875.0 | 81.5 | 1500.0 | 0.48 | 53 | - |
| Baton Rouge, LA | 650.0 | 650.0 | 100.0 | 680.0 | 0.96 | 40 | - |
| Greensboro, NC | 616.0 | 626.0 | 98.4 | 225.0 | 2.74 | 16 | 1 |
| Canton, OH | 610.0 | 639.9 | 95.3 | 367.6 | 1.66 | 25 | - |
| Norfolk, VA | 607.4 | - | - | 1000.0 | 0.61 | 50 | 2 |
| Harrisburg, PA | 553.3 | 545.0 | 101.5 | 510.0 | 1.08 | 35 | 2 |
| Raleigh, NC | 551.2 | 600.0 | 91.9 | 445.0 | 1.24 | 31 | 1 |
| Battle Creek, MI | 540.0 | - | - | 125.0 | 4.32 | 7 | 1 |
| Corp. Theatre, NY | 534.0 | - | - | - | - | 59 | - |
| Charleston, WV | 488.4 | 510.0 | 95.8 | 200.0 | 2.44 | 17 | 1 |
| Broome County, NY | 468.3 | 500.0 | 93.7 | 210.0 | 2.23 | 20 | 1 |
| Natl Fund/Dance, NY | 402.6 | 500.0 | 80.5 | 16000.0 | 0.03 | 57 | - |
| Houston, TX | 350.0 | - | - | 3000.0 | 0.12 | 56 | 1 |
| Durham, NC | 300.0 | - | - | 318.4 | 0.94 | 41 | 1 |
| Erie, PA | 282.3 | - | - | 270.0 | 1.05 | 36 | 1 |
| Mobile, AL | 276.3 | 276.0 | 100.1 | 300.0 | 0.92 | 42 | - |
| Grand Rapids, MI | 263.5 | - | - | 507.5 | 0.52 | 51 | 2 |
| High Point, NC | 261.0 | - | - | 354.0 | 0.74 | 47 | 2 |
| Catawba Cnty, NC | 260.2 | 235.0 | 110.7 | 118.0 | 2.21 | 21 | 1 |
| Wausau, WI | 246.7 | 220.0 | 112.1 | 40.0 | 6.17 | 3 | 1 |
| The Depot (Duluth, MN) | 226.7 | 240.0 | 94.4 | 150.0 | 1.51 | 27 | 3 |
| District of Columbia | 223.0 | - | - | - | - | 58 | - |
| Chautauqua Cnty, NY | 203.3 | - | - | 160.0 | 1.27 | 30 | - |
| Dutchess County, NY | 196.7 | 200.0 | 98.4 | 231.0 | 0.85 | 45 | 1 |
| Asheville, NC | 185.5 | - | - | 180.0 | 1.03 | 38 | 1 |
| St. Joseph, MO | 174.2 | 177.2 | 98.3 | 100.0 | 1.74 | 23 | 3 |
| Columbus, IN | 158.8 | 160.0 | 99.3 | 31.0 | 5.12 | 6 | - |
| Jackson, TN | 151.3 | 150.0 | 100.9 | 50.0 | 3.03 | 14 | - |
| Reading, PA | 133.3 | 140.0 | 95.2 | 100.0 | 1.33 | 29 | 1 |
| Rapid City, SD | 112.2 | 125.0 | 89.8 | 70.0 | 1.60 | 26 | 2 |
| Lawton, OK | 85.5 | - | - | 100.0 | 0.85 | 44 | 1 |
| Newton, MA | 85.0 | 85.0 | 100.0 | 82.0 | 1.04 | 37 | 1 |
| Rock Hill, SC | 76.1 | 75.0 | 101.5 | 70.0 | 1.09 | 34 | 1 |
| Albany, GA | 61.0 | 70.0 | 87.1 | 100.0 | 0.61 | 49 | - |
| Rowan County, NC | 53.0 | 100.0 | 53.0 | 110.0 | 0.48 | 52 | 1 |
| Rockland County, NY | 46.0 | - | - | 275.0 | 0.17 | 55 | 1 |
| | | | | | | | |
| Columbia, SC | - | - | - | - | - | - | - |
| Parkersburg, WV | - | - | - | - | - | - | - |
| Manchester, NH | - | - | - | - | - | - | - |
| Lexington, NC | - | - | - | - | - | - | - |
| **TOTAL** | **79059** | **71264** | | **71222** | | | |
| **AVERAGE** | | | **110.94** | | **2.01** | | |

(a) 1 = one county; 2 = multiple counties, same state; 3 = multiple counties, multiple states.

## EXHIBIT C-2: SUMMARY OF CAMPAIGN SOURCES OF FUNDS

| United Arts Fund | Corporations | | Corporate Matching Gifts | | Private Foundations | | Campaign Special Events | | Individuals | | Government | | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | $000 | % | $000 | % | $000 | % | $000 | % | $000 | % | $000 | % | $000 |
| Music Center (L.A.) | 5582.0 | 44.1 | 111.4 | 0.9 | 963.6 | 7.6 | 386.9 | 3.1 | 5624.7 | 44.4 | - | - | 12668.5 |
| Milwaukee, WI | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Cincinnati, OH | 1789.6 | 30.6 | 156.4 | 2.7 | 459.4 | 7.9 | - | - | 3434.7 | 58.8 | - | - | 5840.1 |
| Lincoln Center, NY | 5139.4 | 100.0 | - | - | - | - | - | - | - | - | - | - | 5139.4 |
| Orlando, FL | - | - | - | - | - | - | - | - | - | - | 1973.3 | 100.0 | 1973.3 |
| Louisville, KY | 1805.1 | 39.4 | - | - | - | - | - | - | 2538.3 | 55.4 | 240.0 | 5.2 | 4583.4 |
| Atlanta, GA | 3147.8 | 72.6 | 145.3 | 3.4 | 519.9 | 12.0 | - | - | 521.1 | 12.0 | - | - | 4334.0 |
| Charlotte, NC | 1371.7 | 21.2 | 45.3 | 0.7 | - | - | - | | 1819.0 | 28.1 | - | - | 3236.0 |
| St. Louis, MO | 1110.7 | 48.7 | 71.9 | 3.2 | 99.9 | 4.4 | - | - | 996.5 | 43.7 | - | - | 2278.9 |
| Seattle, WA | 2111.1 | 90.8 | - | - | 58.0 | 2.5 | 14.1 | 0.6 | 19.8 | 0.8 | 122.1 | 5.3 | 2325.0 |
| Memphis, TN | 715.2 | 38.8 | 6.0 | 0.3 | 138.4 | 7.5 | 9.0 | 0.5 | 529.6 | 28.7 | 446.2 | 24.2 | 1844.2 |
| Dayton, OH | 490.2 | 29.8 | 57.5 | 3.5 | 98.1 | 6.0 | 51.7 | 3.1 | 708.7 | 43.1 | 240.0 | 14.6 | 1646.2 |
| Winston-Salem, NC | 571.2 | 35.4 | 334.5 | 20.7 | - | - | - | - | 472.3 | 29.2 | 237.0 | 14.7 | 1615.0 |
| Fort Worth, TX | 900.0 | 61.3 | 320.0 | 21.8 | - | - | - | - | 25.0 | 1.7 | 223.0 | 15.2 | 1468.0 |
| Hartford, CT | 1263.3 | 90.2 | - | - | 118.9 | 8.5 | - | - | 19.0 | 1.4 | - | - | 1401.2 |
| Omaha, NE | 1353.3 | 100.0 | - | - | - | - | - | - | - | - | - | - | 1353.3 |
| Chattanooga, TN | 354.2 | 26.8 | 4.4 | 0.3 | 372.9 | 28.2 | - | - | 478.6 | 36.3 | 110.0 | 8.3 | 1320.1 |
| Oklahoma City, OK | 535.0 | 41.0 | 26.7 | 2.0 | 40.0 | 3.1 | 95.6 | 7.3 | 606.9 | 46.5 | - | - | 1304.3 |
| Birmingham, AL | 530.0 | 40.8 | 60.0 | 4.6 | 30.0 | 2.3 | - | - | 230.0 | 17.7 | 450.0 | 34.6 | 1300.0 |
| New Orleans, LA | 946.7 | 83.2 | 11.0 | 1.0 | 180.0 | 15.8 | - | - | - | - | - | - | 1137.7 |
| Fort Wayne, IN | 473.5 | 42.5 | 6.3 | 0.6 | 259.3 | 23.3 | - | - | 374.9 | 33.7 | - | - | 1113.9 |
| Westchester Cnty., NY | 409.5 | 50.0 | - | - | - | - | - | - | - | - | 410.0 | 50.0 | 819.5 |
| Lexington, KY | 234.1 | 32.3 | 6.1 | 0.8 | 23.0 | 3.2 | 4.9 | 0.7 | 156.2 | 21.6 | 300.0 | 41.4 | 724.3 |
| St. Paul, MN | 222.3 | 31.2 | - | - | 63.5 | 8.9 | - | - | 426.9 | 59.9 | - | - | 712.8 |
| Baton Rouge, LA | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Greensboro, NC | 286.0 | 46.4 | 2.5 | 0.4 | 10.5 | 1.7 | - | - | 297.0 | 48.2 | 20.0 | 3.2 | 616.0 |
| Canton, OH | 235.4 | 38.6 | 1.6 | 0.3 | 38.4 | 6.3 | - | - | 334.6 | 54.9 | - | - | 610.0 |
| Norfolk, VA | 527.4 | 86.8 | - | - | 80.0 | 13.2 | - | - | - | - | - | - | 607.4 |
| Harrisburg, PA | 469.6 | 84.9 | 7.1 | 1.3 | 8.3 | 1.5 | - | - | 68.3 | 12.3 | - | - | 553.3 |
| Raleigh, NC | 358.3 | 65.0 | 5.8 | 1.1 | 0.0 | - | - | - | 187.1 | 33.9 | - | - | 551.2 |
| Battle Creek, MI | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Corp. Theatre, NY | 474.0 | 88.8 | - | - | - | - | 60.0 | 11.2 | - | - | - | - | 534.0 |
| Charleston, WV | 253.2 | 51.8 | - | - | 149.0 | 30.5 | 36.7 | 7.5 | 1.1 | 0.2 | 48.5 | 9.9 | 488.4 |
| Broome County, NY | 134.8 | 28.8 | - | - | 150.5 | 32.1 | - | - | - | - | 183.0 | 39.1 | 468.3 |
| Natl Fund/Dance, NY | 242.9 | 60.6 | - | - | 57.0 | 14.2 | 74.0 | 18.5 | 27.1 | 6.7 | - | - | 401.0 |
| Houston, TX | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Durham, NC | 160.0 | 56.1 | - | - | - | - | 40.0 | - | 100.0 | - | - | - | 285.0 |
| Erie, PA | 170.3 | 60.3 | 18.0 | 6.4 | 53.1 | 18.8 | - | - | 41.3 | 14.6 | - | - | 282.6 |
| Mobile, AL | 62.2 | 22.5 | - | - | 34.0 | 12.3 | - | - | 61.3 | 22.2 | 118.8 | 43.0 | 276.3 |
| Grand Rapids, MI | 55.2 | 21.0 | 0.5 | 0.2 | 130.0 | 49.3 | - | - | 76.1 | 28.9 | 1.6 | 0.6 | 263.5 |
| High Point, NC | 150.0 | 57.5 | - | - | - | - | - | - | 111.0 | 42.5 | - | - | 261.0 |
| Catawba Cnty, NC | 181.2 | 69.6 | 0.3 | 0.1 | 0.8 | 0.3 | - | - | 77.9 | 29.9 | - | - | 260.2 |
| Wausau, WI | 110.1 | 44.6 | - | - | 36.2 | 14.7 | - | - | 94.0 | 38.1 | 5.3 | 2.6 | 245.5 |
| The Depot (Duluth, MN) | 63.8 | 28.1 | - | - | 9.6 | 4.2 | - | - | 153.4 | 67.7 | - | - | 226.7 |
| District of Columbia | - | - | - | - | - | - | - | - | 223.0 | 100.0 | - | - | 223.0 |
| Chautauqua Cnty, NY | 53.0 | 27.0 | - | - | 130.0 | 66.3 | 3.0 | 1.5 | - | - | 10.0 | 5.1 | 196.0 |
| Dutchess County, NY | 63.1 | 32.1 | 0.6 | 0.3 | 20.0 | 10.2 | 2.8 | 1.4 | 4.3 | 2.2 | 106.0 | 53.9 | 196.7 |
| Asheville, NC | 65.6 | 25.4 | 0.4 | 0.2 | 60.0 | 23.2 | 7.7 | 3.0 | 51.8 | 20.1 | 72.7 | 28.2 | 258.3 |
| St. Joseph, MO | 101.5 | 58.3 | 0.6 | 0.3 | 3.5 | 2.0 | - | - | 68.6 | 39.4 | - | - | 174.2 |
| Columbus, IN | 67.2 | 42.3 | - | - | 26.0 | 16.4 | 3.9 | 2.5 | 34.9 | 22.0 | 26.8 | 16.9 | 158.8 |
| Jackson, TN | 56.8 | 37.5 | 0.3 | 0.2 | - | - | - | - | 64.3 | 42.5 | 53.0 | 19.8 | 174.3 |
| Reading, PA | 69.5 | 52.1 | 0.9 | 0.7 | 0.4 | 0.3 | - | - | 62.6 | 46.9 | - | - | 133.3 |
| Rapid City, SD | 58.5 | 54.8 | - | - | 1.0 | 0.9 | - | - | 47.2 | 44.3 | - | - | 106.7 |
| Lawton, OK | 9.0 | 10.5 | - | - | 30.0 | 35.1 | 12.0 | 14.0 | 34.5 | 40.3 | - | - | 85.5 |
| Newton, MA | 22.0 | 25.8 | 0.8 | 1.0 | - | - | 38.8 | 45.6 | 23.6 | 27.7 | - | - | 85.2 |
| Rock Hill, SC | 73.5 | 96.6 | - | - | - | - | - | - | 2.6 | 3.4 | - | - | 76.1 |
| Albany, GA | 58.8 | 96.4 | 0.1 | 0.2 | 2.0 | 3.3 | - | - | 0.1 | 0.2 | - | - | 61.0 |
| Rowan County, NC | 45.5 | 86.5 | - | - | 3.0 | 5.7 | 0.5 | 1.0 | 3.6 | 6.8 | - | - | 52.6 |
| Rockland County, NY | 46.0 | 100.0 | - | - | - | - | - | - | - | - | - | - | 46.0 |
| Columbia, SC | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Parkersburg, WV | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Manchester, NH | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Lexington, NC | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Total | 35780.1 | 51.8 | 1402.3 | 2.0 | 4458.0 | 6.5 | 841.7 | 1.2 | 21233.1 | 30.7 | 5397.3 | 7.8 | 69097.3 |

## EXHIBIT C-3: ANALYSIS OF CORPORATE AND CORPORATE MATCHING GIFT PROGRAMS

| | Corporations | | | Corporate Matching Gift Programs | | |
|---|---|---|---|---|---|---|
| United Arts Fund | Number | $000 | Avg. ($000) | Number | $000 | Avg. ($000) |
| Music Center (L.A.) | 632 | 5582.0 | 8.8 | 47 | 111.4 | 2.4 |
| Milwaukee, WI | - | - | - | - | - | - |
| Cincinnati, OH | 660 | 1789.6 | 2.7 | 15 | 156.4 | 10.4 |
| Lincoln Center, NY | 441 | 5139.4 | 11.7 | - | - | - |
| Orlando, FL | - | - | - | - | - | - |
| Louisville, KY | 640 | 1805.1 | 2.8 | - | - | - |
| Atlanta, GA | 519 | 3147.8 | 6.1 | 20 | 145.3 | 7.3 |
| Charlotte, NC | 926 | 1371.7 | 1.5 | 16 | 45.3 | 2.8 |
| St. Louis, MO | 852 | 1110.7 | 1.3 | 710 | 71.9 | 0.1 |
| Seattle, WA | 630 | 2111.1 | 3.4 | - | - | - |
| Memphis, TN | - | 715.2 | - | - | 6.0 | - |
| Dayton, OH | 191 | 490.2 | 2.6 | 24 | 57.5 | 2.4 |
| Winston-Salem, NC | 234 | 571.2 | 2.4 | 1881 | 334.5 | 0.2 |
| Fort Worth, TX | - | 900.0 | - | - | 320.0 | - |
| Hartford, CT | 658 | 1263.3 | 1.9 | - | - | - |
| Omaha, NE | 79 | 1353.3 | 17.1 | - | - | - |
| Chattanooga, TN | 214 | 354.2 | 1.7 | 3 | 4.4 | 1.5 |
| Oklahoma City, OK | 90 | 535.0 | 5.9 | 242 | 26.7 | 0.1 |
| Birmingham, AL | 43 | 530.0 | 12.3 | 8 | 60.0 | 7.5 |
| New Orleans, LA | 40 | 946.7 | 23.7 | 1 | 11.0 | 11.0 |
| Fort Wayne, IN | 229 | 473.5 | 2.1 | 8 | 6.3 | 0.8 |
| Westchester Cnty, NY | 160 | 409.5 | 2.6 | - | - | - |
| Lexington, KY | 378 | 234.1 | 0.6 | 5 | 6.1 | 1.2 |
| St. Paul, MN | - | 222.3 | - | - | - | - |
| Baton Rouge, LA | - | - | - | - | - | - |
| Greensboro, NC | 225 | 286.0 | 1.3 | 40 | 2.5 | 0.1 |
| Canton, OH | 373 | 235.4 | 0.6 | 5 | 1.6 | 0.3 |
| Norfolk, VA | 18 | 527.4 | 29.3 | - | - | - |
| Harrisburg, PA | 422 | 469.6 | 1.1 | 58 | 7.1 | 0.1 |
| Raleigh, NC | 170 | 358.3 | 2.1 | 53 | 5.8 | 0.1 |
| Battle Creek, MI | - | - | - | - | - | - |
| Corp. Theatre, NY | 25 | 474.0 | 19.0 | - | - | - |
| Charleston, WV | 398 | 253.2 | 0.6 | - | - | - |
| Broome County, NY | 146 | 134.8 | 0.9 | - | - | - |
| Natl Fund/Dance, NY | 54 | 242.9 | 4.5 | - | - | - |
| Houston, TX | - | - | - | - | - | - |
| Durham, NC | 65 | 160 | 2.5 | - | - | - |
| Erie, PA | 320 | 170.3 | 0.5 | 5 | 18.0 | 3.6 |
| Mobile, AL | 243 | 62.2 | 0.3 | - | - | - |
| Grand Rapids, MI | 64 | 55.2 | 0.9 | 1 | 0.5 | 0.5 |
| High Point, NC | 250 | 150.0 | 0.6 | - | - | - |
| Catawba Cnty, NC | 160 | 181.2 | 1.1 | 1 | 0.3 | 0.3 |
| Wausau, WI | 216 | 110.1 | 0.5 | - | - | - |
| The Depot (Duluth, MN) | 93 | 63.8 | 0.7 | - | - | - |
| District of Columbia | - | - | - | - | - | - |
| Chautauqua Cnty, NY | 97 | 53.0 | 0.5 | - | - | - |
| Dutchess County, NY | 132 | 63.1 | 0.5 | 8 | 0.6 | 0.1 |
| Asheville, NC | 123 | 65.6 | 0.5 | 5 | 0.4 | 0.1 |
| St. Joseph, MO | 268 | 101.5 | 0.4 | 5 | 0.6 | 0.1 |
| Columbus, IN | 114 | 67.2 | 0.6 | - | - | - |
| Jackson, TN | - | 56.8 | - | - | 0.3 | - |
| Reading, PA | 80 | 69.5 | 0.9 | 14 | 0.9 | 0.1 |
| Rapid City, SD | 66 | 58.5 | 0.9 | - | - | - |
| Lawton, OK | 3 | 9.0 | 3.0 | - | - | - |
| Newton, MA | - | 22.0 | - | - | 0.8 | - |
| Rock Hill, SC | 212 | 73.5 | 0.3 | - | - | - |
| Albany, GA | 100 | 58.8 | 0.6 | 1 | 0.1 | 0.1 |
| Rowan County, NC | 280 | 45.5 | 0.2 | - | - | - |
| Rockland County, NY | - | 46.0 | - | - | - | - |
| | | | | | | |
| Columbia, SC | - | - | - | - | - | - |
| Parkersburg, WV | - | - | - | - | - | - |
| Manchester, NH | - | - | - | - | - | - |
| Lexington, NC | - | - | - | - | - | - |
| **TOTAL** | **12333.0** | **35780.1** | **2.9** | **3176.0** | **1402.3** | **0.4** |

**EXHIBIT C-4: ANALYSIS OF PRIVATE FOUNDATIONS AND INDIVIDUALS**

| | Private Foundations | | | Individuals | | |
|---|---|---|---|---|---|---|
| United Arts Fund | Number | $000 | Avg. ($000) | Number | $000 | Avg. ($000) |
| Music Center (L.A.) | 81 | 963.6 | 11.9 | 7868 | 5624.7 | 0.7 |
| Milwaukee, WI | - | - | - | - | - | - |
| Cincinnati, OH | 20 | 459.4 | 23.0 | 38928 | 3434.7 | 0.1 |
| Lincoln Center, NY | - | - | - | - | - | - |
| Orlando, FL | - | - | - | - | - | - |
| Louisville, KY | - | - | - | 32358 | 2538.3 | 0.1 |
| Atlanta, GA | 48 | 519.9 | 10.8 | 1301 | 521.1 | 0.4 |
| Charlotte, NC | - | - | - | 27373 | 1819.0 | 0.1 |
| St. Louis, MO | 30 | 99.9 | 3.3 | 15744 | 996.5 | 0.1 |
| Seattle, WA | 1 | 58.0 | 58.0 | 134 | 19.8 | 0.1 |
| Memphis, TN | - | 138.4 | - | - | 529.6 | - |
| Dayton, OH | 14 | 98.1 | 7.0 | 7068 | 708.7 | 0.1 |
| Winston-Salem, NC | - | - | - | 9297 | 472.3 | 0.1 |
| Fort Worth, TX | - | - | - | - | 25.0 | - |
| Hartford, CT | 21 | 118.9 | 5.7 | 64 | 19.0 | 0.3 |
| Omaha, NE | - | - | - | - | - | - |
| Chattanooga, TN | 9 | 372.9 | 41.4 | 2406 | 478.6 | 0.2 |
| Oklahoma City, OK | 13 | 40.0 | 3.1 | 4478 | 606.9 | 0.1 |
| Birmingham, AL | 3 | 30.0 | 10.0 | 2982 | 230.0 | 0.1 |
| New Orleans, LA | 5 | 180.0 | 36.0 | - | - | - |
| Fort Wayne, IN | 15 | 259.3 | 17.3 | 5890 | 374.9 | 0.1 |
| Westchester Cnty, NY | - | - | - | - | - | - |
| Lexington, KY | 3 | 23.0 | 7.7 | 998 | 156.2 | 0.2 |
| St. Paul, MN | - | 63.5 | - | - | 426.9 | - |
| Baton Rouge, LA | - | - | - | - | - | - |
| Greensboro, NC | 4 | 10.5 | 2.6 | 3700 | 297.0 | 0.1 |
| Canton, OH | 8 | 38.4 | 4.8 | 3749 | 334.6 | 0.1 |
| Norfolk, VA | 2 | 80.0 | 40.0 | - | - | - |
| Harrisburg, PA | 5 | 8.3 | 1.7 | 315 | 68.3 | 0.2 |
| Raleigh, NC | - | - | - | 2284 | 187.1 | 0.1 |
| Battle Creek, MI | - | - | - | - | - | - |
| Corp. Theatre, NY | - | - | - | - | - | - |
| Charleston, WV | 6 | 149.0 | 24.8 | 7 | 1.1 | 0.2 |
| Broome County, NY | 4 | 150.5 | 37.6 | - | - | - |
| Natl Fund/Dance, NY | 12 | 57.0 | 4.8 | 14 | 27.1 | 1.9 |
| Houston, TX | - | - | - | - | - | - |
| Durham, NC | - | - | - | 850 | 100.0 | 0.1 |
| Erie, PA | 5 | 53.1 | 10.6 | 521 | 41.3 | 0.1 |
| Mobile, AL | 2 | 34.0 | 17.0 | 515 | 61.3 | 0.1 |
| Grand Rapids, MI | 15 | 130.0 | 8.7 | 863 | 76.1 | 0.1 |
| High Point, NC | - | - | - | 3000 | 111.0 | 0.0 |
| Catawba Cnty, NC | 2 | 0.8 | 0.4 | 823 | 77.9 | 0.1 |
| Wausau, WI | 10 | 36.2 | 3.6 | 755 | 94.0 | 0.1 |
| The Depot (Duluth, MN) | 5 | 9.6 | 1.9 | 1828 | 153.4 | 0.1 |
| District of Columbia | - | - | - | - | - | - |
| Chautauqua Cnty, NY | 5 | 130.0 | 26.0 | - | - | - |
| Dutchess County, NY | 2 | 20.0 | 10.0 | 65 | 4.3 | 0.1 |
| Asheville, NC | 1 | 60.0 | 60.0 | 230 | 51.8 | 0.2 |
| St. Joseph, MO | 1 | 3.5 | 3.5 | 1448 | 68.6 | 0.0 |
| Columbus, IN | 1 | 26.0 | 26.0 | 348 | 34.9 | 0.1 |
| Jackson, TN | - | - | - | - | 64.3 | - |
| Reading, PA | 1 | 0.4 | 0.4 | 801 | 62.6 | 0.1 |
| Rapid City, SD | 1 | 1.0 | 1.0 | 440 | 47.2 | 0.1 |
| Lawton, OK | 2 | 30.0 | 15.0 | 318 | 34.5 | 0.1 |
| Newton, MA | - | - | - | - | 23.6 | - |
| Rock Hill, SC | - | - | - | 10 | 2.6 | 0.3 |
| Albany, GA | 2 | 2.0 | 1.0 | 2 | 0.1 | 0.1 |
| Rowan County, NC | 1 | 3.0 | 3.0 | 100 | 3.6 | - |
| Rockland County, NY | - | - | - | - | - | - |
| Columbia, SC | - | - | - | - | - | - |
| Parkersburg, WV | - | - | - | - | - | - |
| Manchester, NH | - | - | - | - | - | - |
| Lexington, NC | - | - | - | - | - | - |
| **Total** | **360.0** | **4458.0** | **12.4** | **179875.0** | **21010.1** | **0.1** |

## EXHIBIT C-5: ANALYSIS OF GOVERNMENT AND SPECIAL EVENTS

| | Government | | | Special Events | | |
|---|---|---|---|---|---|---|
| United Arts Fund | Number | $000 | Avg. ($000) | Number | $000 | Avg. ($000) |
| Music Center (L.A.) | - | - | - | - | 386.9 | - |
| Milwaukee, WI | - | - | - | - | - | - |
| Cincinnati, OH | - | - | - | - | - | - |
| Lincoln Center, NY | - | - | - | - | - | - |
| Orlando, FL | 3 | 1973.3 | 657.8 | - | - | - |
| Louisville, KY | 2 | 240.0 | 120.0 | - | - | - |
| Atlanta, GA | - | - | - | - | - | - |
| Charlotte, NC | - | - | - | - | - | - |
| St. Louis, MO | - | - | - | - | - | - |
| Seattle, WA | - | 122.1 | - | - | 14.1 | - |
| Memphis, TN | - | 446.2 | - | - | 9.0 | - |
| Dayton, OH | 50 | 240.0 | 4.8 | 114 | 51.7 | 0.5 |
| Winston-Salem, NC | 3 | 237.0 | 79.0 | - | - | - |
| Fort Worth, TX | - | 223.0 | - | - | - | - |
| Hartford, CT | - | - | - | - | - | - |
| Omaha, NE | - | - | - | - | - | - |
| Chattanooga, TN | 2 | 110.0 | 55.0 | - | - | - |
| Oklahoma City, OK | - | - | - | - | 95.6 | - |
| Birmingham, AL | 3 | 450.0 | 150.0 | - | - | - |
| New Orleans, LA | - | - | - | - | - | - |
| Fort Wayne, IN | - | - | - | - | - | - |
| Westchester Cnty, NY | 1 | 410.0 | 410.0 | - | - | - |
| Lexington, KY | 1 | 300.0 | 300.0 | 2 | 4.9 | 2.5 |
| St. Paul, MN | - | - | - | - | - | - |
| Baton Rouge, LA | - | - | - | - | - | - |
| Greensboro, NC | 1 | 20.0 | 20.0 | - | - | - |
| Canton, OH | - | - | - | - | - | - |
| Norfolk, VA | - | - | - | - | - | - |
| Harrisburg, PA | - | - | - | - | - | - |
| Raleigh, NC | - | - | - | - | - | - |
| Battle Creek, MI | - | - | - | - | - | - |
| Corp. Theatre, NY | - | - | - | - | 60.0 | - |
| Charleston, WV | 3 | 48.5 | 16.2 | 2 | 36.7 | 18.4 |
| Broome County, NY | 2 | 183.0 | 91.5 | - | - | - |
| Natl Fund/Dance, NY | - | - | - | - | 74.0 | - |
| Houston, TX | - | - | - | - | - | - |
| Durham, NC | - | - | - | - | 40 | - |
| Erie, PA | - | - | - | - | - | - |
| Mobile, AL | 3 | 118.8 | 39.6 | - | - | - |
| Grand Rapids, MI | 1 | 1.6 | 1.6 | - | - | - |
| High Point, NC | - | - | - | - | - | - |
| Catawba Cnty, NC | - | - | - | - | - | - |
| Wausau, WI | 1 | 5.3 | 5.3 | - | - | - |
| The Depot (Duluth, MN) | - | - | - | - | - | - |
| District of Columbia | - | - | - | - | - | - |
| Chautauqua Cnty, NY | 1 | 10.0 | 10.0 | - | 3.0 | - |
| Dutchess County, NY | 2 | 106.0 | 53.0 | 2 | 2.8 | 1.4 |
| Asheville, NC | 1 | 72.7 | 72.7 | 2 | 7.7 | 3.8 |
| St. Joseph, MO | - | - | - | - | - | - |
| Columbus, IN | - | 26.8 | - | - | 3.9 | - |
| Jackson, TN | - | 53.0 | - | - | - | - |
| Reading, PA | - | - | - | - | - | - |
| Rapid City, SD | - | - | - | - | - | - |
| Lawton, OK | - | - | - | 1 | 12.0 | 12.0 |
| Newton, MA | - | - | - | - | 38.8 | - |
| Rock Hill, SC | - | - | - | - | - | - |
| Albany, GA | - | - | - | - | - | - |
| Rowan County, NC | - | - | - | 2 | 0.5 | 0.3 |
| Rockland County, NY | - | - | - | - | - | - |
| Columbia, SC | - | - | - | - | - | - |
| Parkersburg, WV | - | - | - | - | - | - |
| Manchester, NH | - | - | - | - | - | - |
| Lexington, NC | - | - | - | - | - | - |
| **Total** | **80.0** | **5397.3** | **67.5** | **125.0** | **841.7** | **6.7** |

EXHIBIT C-6: ANALYSIS OF PROFESSIONAL GIVING

| | Medical Professions | | | | | | | | | Other Professions | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Physicians | | | Dentists | | | Other | | | Attorneys | | | Accountants | | | Realtors | | |
| United Arts Fund | No. | $000 | Avg.(a) | No. | $000 | Avg.(a) | No. | $000 | Avg.(a) | No. | $000 | Avg.(a) | No. | $000 | Avg.(a) | No. | $000 | Avg.(a) |
| Music Center (L.A.) | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Milwaukee, WI | 1090 | 147.9 | 135.7 | 248 | 15.6 | 63.1 | - | - | - | 1422 | 132 | 92.6 | 654 | 52 | 79.0 | - | - | - |
| Cincinnati, OH | 487 | 86.3 | 177.3 | 45 | 3.3 | 73.3 | 723 | 59.9 | 82.9 | 991 | 204 | 206.0 | 675 | 73 | 107.8 | 1510 | 57 | 37.7 |
| Lincoln Center, NY | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Orlando, FL | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Louisville, KY | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Atlanta, GA | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Charlotte, NC | 229 | 48.5 | 211.8 | 70 | 3.6 | 51.8 | 695 | 26.3 | 37.9 | 623 | 113 | 181.2 | 781 | 136 | 173.9 | 335 | 30 | 89.9 |
| St. Louis, MO | 41 | 2.9 | 69.8 | 14 | 0.8 | 53.9 | - | - | - | 558 | 44 | 78.8 | 151 | 11 | 76.0 | 33 | 3 | 87.6 |
| Seattle, WA | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Memphis, TN | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Dayton, OH | - | - | - | - | - | - | 313 | 28.8 | 92.1 | 127 | 35 | 272.5 | 74 | 26 | 352.3 | 55 | 9 | 160.8 |
| Winston-Salem, NC | 343 | 55.6 | 162.2 | 20 | 1.5 | 76.3 | 46 | 4.7 | 101.7 | 189 | 21 | 109.8 | 148 | 9 | 63.9 | 49 | 9 | 182.9 |
| Fort Worth, TX | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Hartford, CT | 10 | 0.6 | 62.5 | 5 | 0.4 | 70.0 | 4 | 1.1 | 275.0 | 61 | 46 | 754.6 | 8 | 83 | 10315.6 | - | - | - |
| Omaha, NE | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Chattanooga, TN | 202 | 35.7 | 176.7 | 24 | 3.9 | 161.5 | 10 | 0.9 | 93.0 | 149 | 19 | 127.0 | 104 | 13 | 120.8 | 11 | 1 | 104.5 |
| Oklahoma City, OK | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Birmingham, AL | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| New Orleans, LA | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Fort Wayne, IN | 174 | 22.9 | 131.5 | 35 | 3.0 | 86.7 | 38 | 5.9 | 153.9 | 175 | 18 | 104.7 | 73 | 5 | 62.4 | 48 | 4 | 73.4 |
| Westchester Cnty, NY | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Lexington, KY | 42 | 4.7 | 112.7 | 16 | 1.2 | 76.3 | - | - | - | 67 | 6 | 90.1 | - | - | - | - | - | - |
| St. Paul, MN | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Baton Rouge, LA | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Greensboro, NC | 240 | 30.0 | 125.0 | 10 | 1.0 | 100.0 | 15 | 1.5 | 100.0 | 180 | 20 | 111.1 | 70 | 10 | 142.9 | 50 | 3 | 50.0 |
| Canton, OH | 139 | 36.1 | 259.5 | - | - | - | - | - | - | 100 | 15 | 150.4 | 56 | 4 | 64.7 | - | - | - |
| Norfolk, VA | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Harrisburg, PA | 70 | 31.9 | 455.7 | 12 | 4.6 | 387.1 | - | - | - | 60 | 48 | 805.8 | 29 | 22 | 748.1 | 27 | 11 | 419.4 |
| Raleigh, NC | 52 | 4.2 | 80.3 | 11 | 1.1 | 96.4 | 3 | 0.1 | 25.0 | 238 | 14 | 60.0 | 244 | 26 | 106.5 | 20 | 1 | 69.3 |
| Battle Creek, MI | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Corp. Theatre, NY | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Charleston, WV | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Broome County, NY | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Natl Fund/Dance, NY | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Houston, TX | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Durham, NC | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Erie, PA | 39 | 6.8 | 173.1 | 17 | 1.3 | 74.7 | - | - | - | 23 | 3 | 121.7 | 9 | 1 | 77.8 | 14 | 1 | 63.2 |
| Mobile, AL | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Grand Rapids, MI | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| High Point, NC | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Catawba Cnty, NC | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Wausau, WI | 95 | 16.3 | 172.0 | 27 | 4.7 | 172.2 | - | - | - | 65 | 10 | 149.2 | 36 | 3 | 84.7 | 20 | 1 | 31.1 |
| The Depot (Duluth, MN) | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| District of Columbia | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Chautauqua Cnty, NY | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Dutchess County, NY | 8 | 0.8 | 103.1 | 6 | 0.3 | 45.0 | - | - | - | 18 | 1 | 69.6 | 5 | 1 | 215.0 | - | - | - |
| Asheville, NC | 91 | 14.8 | 162.4 | 8 | 0.6 | 80.0 | 4 | 0.2 | 55.0 | 20 | 3 | 130.3 | 8 | 1 | 71.9 | - | - | - |
| St. Joseph, MO | 71 | 13.9 | 196.2 | 13 | 1.1 | 85.4 | 28 | 1.6 | 58.2 | 73 | 5 | 65.6 | 6 | 1 | 243.3 | 37 | 1 | 33.2 |
| Columbus, IN | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Jackson, TN | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Reading, PA | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Rapid City, SD | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Lawton, OK | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Newton, MA | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Rock Hill, SC | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Albany, GA | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Rowan County, NC | 118 | 4.1 | 34.8 | 28 | 0.6 | 23.0 | - | - | - | 26 | 1 | 29.8 | 4 | 1 | 168.8 | 28 | 1 | 20.0 |
| Rockland County, NY | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Columbia, SC | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Parkersburg, WV | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Manchester, NH | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Lexington, NC | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| TOTAL | 3541.0 | 564.1 | | 609.0 | 48.6 | | 1879.0 | 131.1 | | 5165.0 | 757.0 | | 3135.0 | 475.8 | | 2237.0 | 130.9 | |
| Average (a) | | | 159.3 | | | 79.8 | | | 69.8 | | | 146.6 | | | 151.8 | | | 58.5 |

(a) Averages are shown in dollar amounts.

**EXHIBIT C-6: ANALYSIS OF PROFESSIONAL GIVING (continued)**

| | Teachers/Profs. | | | Engineers | | | Investment Prof. | | | Architects | | | Other | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **United Arts Fund** | **No.** | **$000** | **Avg.(a)** | **No.** | **$000** | **Avg.(a)** | **No.** | **$000** | **Avg.(a)** | **No.** | **$000** | **Avg.(a)** | **No.** | **$000** | **Avg.(a)** |
| Music Center (L.A.) | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Milwaukee, WI | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Cincinnati, OH | 1504 | 68.2 | 45.3 | - | - | - | 337 | 79.5 | 235.9 | 302 | 17.5 | 58.0 | - | - | - |
| Lincoln Center, NY | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Orlando, FL | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Louisville, KY | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Atlanta, GA | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Charlotte, NC | 5411 | 128.9 | 23.8 | - | - | - | 439 | 49.6 | 112.9 | 291 | 24.7 | 84.7 | 2832 | 68.9 | 24.3 |
| St. Louis, MO | 4488 | 128.8 | 28.7 | - | - | - | - | - | - | 120 | 6.2 | 51.9 | 223 | - | - |
| Seattle, WA | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Memphis, TN | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Dayton, OH | 2 | 0.1 | 41.0 | - | - | - | 63 | 22.8 | 361.3 | 15 | 6.5 | 434.3 | - | - | - |
| Winston-Salem, NC | 2521 | 56.3 | 22.3 | 1 | 0.1 | 50.0 | 23 | 4.1 | 177.4 | 1 | - | 0.0 | 17 | 1.4 | 82.4 |
| Fort Worth, TX | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Hartford, CT | - | - | - | - | - | - | 10 | 3.9 | 389.5 | - | - | - | 54 | 699.0 | 12944.5 |
| Omaha, NE | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Chattanooga, TN | 217 | 9.5 | 43.7 | 11 | 1.6 | 145.9 | - | - | - | 33 | 4.2 | 126.8 | - | - | - |
| Oklahoma City, OK | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Birmingham, AL | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| New Orleans, LA | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Fort Wayne, IN | - | - | - | - | - | - | 26 | 2.4 | 93.5 | 12 | 1.3 | 104.2 | - | - | - |
| Westchester Cnty, NY | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Lexington, KY | - | - | - | - | - | - | - | - | - | 7 | 1.6 | 232.1 | - | - | - |
| St. Paul, MN | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Baton Rouge, LA | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Greensboro, NC | 1100 | 25.0 | 22.7 | 10 | 0.3 | 30.0 | 25 | 3.0 | 120.0 | 10 | 0.3 | 30.0 | - | - | - |
| Canton, OH | 16 | 0.5 | 29.7 | - | - | - | - | - | - | 6 | 0.3 | 50.0 | 10 | 0.4 | 37.5 |
| Norfolk, VA | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Harrisburg, PA | - | - | - | 17 | 7.5 | 439.2 | - | - | - | 16 | 7.5 | 466.7 | 31 | 25.7 | 827.4 |
| Raleigh, NC | 317 | 10.1 | 31.7 | 8 | 0.9 | 112.5 | 27 | 4.2 | 157.2 | 11 | 2.2 | 197.7 | - | - | - |
| Battle Creek, MI | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Corp. Theatre, NY | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Charleston, WV | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Broome County, NY | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Natl Fund/Dance, NY | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Houston, TX | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Durham, NC | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Erie, PA | - | - | - | - | - | - | - | - | - | 7 | 1.1 | 158.6 | - | - | - |
| Mobile, AL | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Grand Rapids, MI | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| High Point, NC | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Catawba Cnty, NC | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Wausau, WI | 105 | 4.0 | 38.5 | 9 | 0.7 | 76.1 | 35 | 2.6 | 73.0 | - | - | - | 284 | 52.3 | 184.2 |
| The Depot (Duluth, MN) | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| District of Columbia | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Chautauqua Cnty, NY | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Dutchess County, NY | - | - | - | - | - | - | - | - | - | 2 | 0.2 | 100.0 | 8 | 0.4 | 48.1 |
| Asheville, NC | - | - | - | 2 | 0.2 | 87.5 | 8 | 2.0 | 246.9 | 4 | 0.7 | 168.8 | - | - | - |
| St. Joseph, MO | 687 | 12.4 | 18.0 | 1 | 0.1 | 50.0 | 6 | 0.7 | 120.8 | 4 | 0.8 | 187.5 | - | - | - |
| Columbus, IN | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Jackson, TN | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Reading, PA | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Rapid City, SD | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Lawton, OK | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Newton, MA | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Rock Hill, SC | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Albany, GA | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Rowan County, NC | - | - | - | - | - | - | 25 | 1.0 | 38.0 | 1 | 0.1 | 100.0 | - | - | - |
| Rockland County, NY | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Columbia, SC | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Parkersburg, WV | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Manchester, NH | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Lexington, NC | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| **TOTAL** | **16368.0** | **443.7** | | **59.0** | **11.2** | | **1024.0** | **175.7** | | **842.0** | **75.1** | | **3459.0** | **848.0** | |
| **Average (a)** | | | **27.1** | | | **190.4** | | | **171.6** | | | **89.2** | | | **245.2** |

**(a) Averages are shown in dollar amounts.**

**EXHIBIT C-7: ANALYSIS OF WORKPLACE GIVING AND CFC CAMPAIGNS**

| | | | | WORKPLACE GIVING | | | | | | | | | CFC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| United Arts Fund | $000 Generated | # of Gifts | Employers Participating | # with Payroll Deduction | # of New Employers | # for execs only with payroll ded. | # for execs only w/o payroll ded. | # for all employ. w/ payroll ded. | # for all employ. w/o payroll ded. | Do you include prof'x. (a) | # of Years of Prog. | Plan to Start in 1994 | $000 Received from CFC |
| Music Center (L.A.) | - | - | - | - | - | - | - | - | - | - | - | no | - |
| Milwaukee, WI | 1221.0 | 19094 | 280 | 145 | 40 | 5 | - | 140 | 135 | yes | 14 | - | 4.1 |
| Cincinnati, OH | 2422.4 | 34510 | 370 | 185 | 5 | - | - | - | - | yes | 21 | - | - |
| Lincoln Center, NY | - | - | - | - | - | - | - | - | - | - | - | no | - |
| Orlando, FL | 280.0 | 800 | 100 | - | 67 | - | - | - | - | yes | 5 | - | 0.9 |
| Louisville, KY | 1884.1 | 27904 | 200 | 200 | 20 | - | - | 200 | - | yes | 14 | - | - |
| Atlanta, GA | 435.7 | 1041 | 24 | - | 6 | - | - | - | - | - | 10 | - | - |
| Charlotte, NC | 1591.4 | 25180 | 196 | 70 | 15 | - | - | 71 | 165 | yes | 21 | - | - |
| St. Louis, MO | 672.9 | 12585 | 150 | 53 | 20 | - | - | 53 | 97 | yes | 26 | - | 3.1 |
| Seattle, WA | 19.8 | 134 | 12 | 12 | 7 | - | - | 12 | 0 | no | 2 | - | - |
| Memphis, TN | 66.2 | 575 | 20 | 17 | 2 | - | - | 18 | 2 | yes | 3 | - | - |
| Dayton, OH | 332.8 | 3956 | 66 | 25 | 9 | 2 | 2 | 23 | 38 | yes | 6 | - | 3.1 |
| Winston-Salem, NC | 817.0 | 7381 | 99 | 35 | 1 | 10 | 23 | 22 | 12 | yes | 12 | - | - |
| Fort Worth, TX | - | - | - | - | - | - | - | - | - | - | 5 | - | - |
| Hartford, CT | 2.8 | 159 | - | - | - | - | - | - | - | - | 3 | yes | - |
| Omaha, NE | - | - | - | - | - | - | - | - | - | - | 5 | no | - |
| Chattanooga, TN | 58.9 | 576 | 20 | 5 | 9 | 3 | 4 | 2 | 5 | no | - | - | 1.6 |
| Oklahoma City, OK | 194.5 | 1255 | 85 | 12 | 50 | - | - | 18 | 70 | no | 5 | - | - |
| Birmingham, AL | 230.0 | 2582 | 43 | 16 | 7 | - | - | 20 | 23 | yes | - | - | - |
| New Orleans, LA | - | - | - | - | - | - | - | - | - | no | - | no | - |
| Fort Wayne, IN | 223.5 | 3876 | 55 | 19 | 4 | 1 | - | 18 | 36 | no | 9 | - | - |
| Westchester Cnty, NY | - | - | - | - | - | - | - | - | - | - | - | yes | - |
| Lexington, KY | 35.6 | 645 | 16 | 9 | 3 | - | 2 | 9 | 6 | no | 5 | - | - |
| St. Paul, MN | 219.7 | 2615 | 57 | 51 | 10 | 1 | 3 | 57 | 2 | no | 9 | - | 4.4 |
| Baton Rouge, LA | 36.5 | - | 8 | 8 | 4 | - | - | 8 | - | no | 2 | - | - |
| Greensboro, NC | 38.0 | 485 | 11 | 2 | 1 | 3 | 8 | - | - | - | 14 | - | - |
| Canton, OH | 12.7 | 179 | 14 | - | 2 | 4 | 13 | 10 | - | no | 6 | - | - |
| Norfolk, VA | - | - | - | - | - | - | - | - | - | - | - | no | - |
| Harrisburg, PA | 30.5 | 285 | 24 | - | 12 | 5 | 15 | 5 | 19 | no | 3 | - | - |
| Raleigh, NC | 108.1 | 1551 | 40 | 20 | 3 | - | 2 | 20 | 18 | yes | 6 | - | - |
| Battle Creek, MI | - | - | - | - | - | - | - | - | - | - | 6 | - | - |
| Corp. Theatre, NY | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Charleston, WV | 8.5 | - | 3 | 3 | 3 | - | - | - | - | - | - | - | - |
| Broome County, NY | - | - | - | - | - | - | - | - | - | - | - | no | - |
| Natl Fund/Dance, NY | - | - | | - | - | - | - | - | - | - | - | no | - |
| Houston, TX | - | - | | - | - | - | - | - | - | - | - | - | - |
| Durham, NC | - | - | | - | - | - | - | - | - | - | - | - | - |
| Erie, PA | 18.0 | 342 | 8 | - | - | - | - | - | 8 | - | 10 | - | 70.0 |
| Mobile, AL | - | - | - | - | - | - | - | - | - | - | - | no | - |
| Grand Rapids, MI | - | - | - | - | - | - | - | - | - | no | - | yes | - |
| High Point, NC | - | - | - | - | - | - | - | - | - | - | 2 | - | - |
| Catawba Cnty, NC | - | - | - | - | - | - | - | - | - | - | - | yes | - |
| Wausau, WI | - | - | - | - | - | - | - | - | - | - | - | yes | - |
| The Depot (Duluth, MN) | 1.3 | 30 | 2 | 1 | - | - | - | 1 | 1 | no | 5 | - | - |
| District of Columbia | 223.0 | - | 1 | - | - | - | - | - | - | - | - | - | 187.0 |
| Chautauqua Cnty, NY | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Dutchess County, NY | - | - | - | - | - | - | - | - | - | - | - | no | - |
| Asheville, NC | - | - | - | - | - | - | - | - | - | - | 8 | - | - |
| St. Joseph, MO | 21.1 | 869 | 48 | - | 1 | - | 12 | 0 | 36 | no | - | - | - |
| Columbus, IN | 0.7 | 7 | 3 | 2 | - | - | - | - | - | - | - | yes | - |
| Jackson, TN | - | - | - | - | - | - | - | - | - | - | - | no | - |
| Reading, PA | - | - | - | - | - | - | - | - | - | - | - | no | - |
| Rapid City, SD | - | - | - | - | - | - | - | - | - | - | - | no | 0.1 |
| Lawton, OK | - | - | - | - | - | - | - | - | - | - | - | no | - |
| Newton, MA | - | - | - | - | - | - | - | - | - | - | - | no | - |
| Rock Hill, SC | - | - | - | - | - | - | - | - | - | - | - | no | - |
| Albany, GA | - | - | - | - | - | - | - | - | - | - | - | no | - |
| Rowan County, NC | 1.8 | 87 | 5 | 1 | 5 | - | 2 | 1 | 2 | no | - | - | - |
| Rockland County, NY | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Columbia, SC | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Parkersburg, WV | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Manchester, NH | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Lexington, NC | - | - | - | - | - | - | - | - | - | - | - | - | - |
| **TOTAL** | **11,208** | **149,103** | **1,960** | **891** | **306** | **34** | **86** | **708** | **675** | | | | **274.3** |

(a) Do you include professional giving in your workplace figures?

**EXHIBIT C-8: ANALYSIS OF GOVERNMENT SUPPORT**

| | Included in Campaign | | | | | Separate from Campaign | | | | | Grand |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | City | County | State | Federal | Total | City | County | State | Federal | Total | Total |
| United Arts Fund | in $000 | in $000 | in $000 | in $000 | in $000 | in $000 | in $000 | in $000 | in $000 | in $000 | in $000 |
| Music Center (L.A.) | - | - | - | - | - | - | - | - | - | - | - |
| Milwaukee, WI | - | - | - | - | - | - | - | - | - | - | - |
| Cincinnati, OH | - | - | - | - | - | - | - | - | - | - | - |
| Lincoln Center, NY | - | - | - | - | - | - | - | - | - | - | - |
| Orlando, FL | 392.7 | 1124.7 | 455.9 | - | 1973.3 | - | - | - | - | - | 1973.3 |
| Louisville, KY | 120.0 | 120.0 | - | - | 240.0 | - | - | - | - | - | 240.0 |
| Atlanta, GA | - | - | - | - | - | - | - | - | - | - | - |
| Charlotte, NC | - | - | - | - | - | 2081.2 | 1285.8 | 105.0 | 25.0 | 3497.1 | 3497.1 |
| St. Louis, MO | - | - | - | - | - | - | - | - | - | - | - |
| Seattle, WA | - | - | - | - | 122.1 | - | - | - | - | - | 122.1 |
| Memphis, TN | 125.0 | 295.9 | 13.7 | 11.5 | 446.2 | - | 5.4 | 162.4 | 39.5 | 207.3 | 653.5 |
| Dayton, OH | 6.7 | - | - | 22.4 | 240.0 | 23.6 | 95.0 | - | - | 118.6 | 358.6 |
| Winston-Salem, NC | 165.0 | 72.0 | - | - | 237.0 | - | - | 55.0 | 0.5 | 55.5 | 292.5 |
| Fort Worth, TX | - | - | - | - | 223.0 | - | - | - | - | - | 223.0 |
| Hartford, CT | - | - | - | - | - | - | - | - | - | - | - |
| Omaha, NE | - | - | - | - | - | - | - | - | - | - | - |
| Chattanooga, TN | 55.0 | 55.0 | - | - | 110.0 | 157.8 | 110.8 | 73.4 | 110.6 | 452.5 | 562.5 |
| Oklahoma City, OK | - | - | - | - | - | - | - | - | - | - | - |
| Birmingham, AL | 410.0 | 7.5 | 32.5 | - | 450.0 | - | - | - | - | - | 450.0 |
| New Orleans, LA | - | - | - | - | - | - | - | - | - | - | - |
| Fort Wayne, IN | - | - | - | - | - | 54.0 | 5.2 | 53.1 | - | 112.3 | 112.3 |
| Westchester Cnty, NY | - | 410.0 | - | - | 410.0 | - | - | 198.2 | 90.9 | 289.1 | 699.1 |
| Lexington, KY | 300.0 | - | - | - | 300.0 | - | - | - | - | - | 300.0 |
| St. Paul, MN | - | - | - | - | - | 7.0 | - | - | - | 7.0 | 7.0 |
| Baton Rouge, LA | - | - | - | - | - | - | - | - | - | - | - |
| Greensboro, NC | - | 20.0 | - | - | 20.0 | - | - | - | - | - | 20.0 |
| Canton, OH | - | - | - | - | - | - | - | - | - | - | - |
| Norfolk, VA | - | - | - | - | - | - | - | - | - | - | - |
| Harrisburg, PA | - | - | - | - | - | - | - | - | - | - | - |
| Raleigh, NC | - | - | - | - | - | 11.6 | 171.9 | 79.2 | 50.0 | 312.8 | 312.8 |
| Battle Creek, MI | - | - | - | - | - | - | - | - | - | - | - |
| Corp. Theatre, NY | - | - | - | - | - | - | - | - | - | - | - |
| Charleston, WV | - | - | - | - | 48.5 | - | - | - | - | - | 48.5 |
| Broome County, NY | 2.0 | 181.0 | - | - | 183.0 | - | - | 35.0 | - | 35.0 | 218.0 |
| Natl Fund/Dance, NY | - | - | - | - | - | - | - | - | - | - | - |
| Houston, TX | - | - | - | - | - | - | - | - | - | - | - |
| Durham, NC | - | - | - | - | - | - | - | - | - | - | - |
| Erie, PA | - | - | - | - | - | 25.0 | 25.0 | 26.0 | - | 76.0 | 76.0 |
| Mobile, AL | - | - | - | - | 118.8 | - | - | - | - | - | 118.8 |
| Grand Rapids, MI | 1.6 | - | - | - | 1.6 | - | 10.0 | 17.3 | 15.5 | 42.8 | 44.4 |
| High Point, NC | - | - | - | - | - | - | - | - | - | - | - |
| Catawba Cnty, NC | - | - | - | - | - | 39.9 | 170.2 | - | - | 210.1 | 210.1 |
| Wausau, WI | - | - | 5.3 | - | 5.3 | 25.1 | - | 21.2 | - | 46.3 | 51.6 |
| The Depot (Duluth, MN) | - | - | - | - | - | 135.4 | 119.3 | - | - | 254.8 | 254.8 |
| District of Columbia | - | - | - | - | - | - | - | - | - | - | - |
| Chautauqua Cnty, NY | - | - | - | - | 10.0 | - | - | - | - | - | 10.0 |
| Dutchess County, NY | - | 93.0 | 13.0 | - | 106.0 | - | 18.0 | 79.6 | - | 97.6 | 203.6 |
| Asheville, NC | - | - | - | - | 72.7 | 25.0 | 35.2 | 37.6 | - | 97.7 | 170.4 |
| St. Joseph, MO | - | - | - | - | - | - | - | - | - | - | - |
| Columbus, IN | - | - | - | - | 26.8 | - | - | - | - | - | 26.8 |
| Jackson, TN | 50.0 | 3.0 | - | - | 53.0 | - | - | - | - | - | 53.0 |
| Reading, PA | - | - | - | - | - | - | - | - | - | - | - |
| Rapid City, SD | - | - | - | - | - | - | - | - | - | - | - |
| Lawton, OK | - | - | - | - | - | - | - | - | - | - | - |
| Newton, MA | - | - | - | - | - | - | - | - | - | - | - |
| Rock Hill, SC | - | - | - | - | - | - | - | - | - | - | - |
| Albany, GA | - | - | - | - | - | 35.0 | - | 8.5 | - | 43.5 | 43.5 |
| Rowan County, NC | - | - | - | - | - | 30.9 | 20.0 | 22.4 | - | 73.2 | 73.2 |
| Rockland County, NY | - | - | - | - | - | - | - | - | - | - | - |
| | | | | | | | | | | | |
| Columbia, SC | - | - | - | - | - | - | - | - | - | - | - |
| Parkersburg, WV | - | - | - | - | - | - | - | - | - | - | - |
| Manchester, NH | - | - | - | - | - | - | - | - | - | - | - |
| Lexington, NC | - | - | - | - | - | - | - | - | - | - | - |
| **Total** | **1627.9** | **2382.2** | **520.4** | **33.9** | **5397.2** | **2651.6** | **2071.8** | **973.9** | **331.9** | **6029.2** | **11426.5** |

EXHIBIT D
Allocations


| | |
|---|---|
| Analysis of How Money Was Spent | D-1 |
| Allocations Summary | D-2 |
| Allocations to Symphony and Opera | D-3 |
| Allocations to Dance and Theater | D-4 |
| Allocations to Museums and Arts Councils | D-5 |
| Allocations to Festivals and Visual Arts | D-6 |
| Allocations to Music Groups and Cultural Groups | D-7 |
| Allocations to Arts Education and Other | D-8 |
| UAF Campaign and Organizational Expenses | D-9 |

## EXHIBIT D-1: ANALYSIS OF HOW THE MONEY WAS SPENT

| | Arts Support ($000) | | | $000 | | | |
|---|---|---|---|---|---|---|---|
| United Arts Fund | General Operating | Project Grants | Other | UAF Costs | Reserve/ Bad Debt | Other | Total |
| Music Center (L.A.) | 9541.3 | - | - | 2168.7 | - | - | 11710.0 |
| Milwaukee, WI | 5300.1 | - | - | 1082.0 | 393.6 | - | 6775.8 |
| Cincinnati, OH | 5544.6 | 172.1 | - | 677.7 | 134.3 | - | 6528.7 |
| Lincoln Center, NY | 4679.9 | - | - | 468.5 | - | - | 5148.4 |
| Orlando, FL | 3183.6 | - | 200.0 | 450.8 | 250.0 | 263.0 | 4347.4 |
| Louisville, KY | 3334.8 | 200.9 | 143.8 | 587.8 | 141.0 | 169.8 | 4578.0 |
| Atlanta, GA | 3968.4 | - | - | 323.0 | 43.6 | - | 4335.0 |
| Charlotte, NC | 5804.9 | 439.5 | 623.5 | 224.2 | 133.5 | 140.5 | 7366.0 |
| St. Louis, MO | 1625.0 | 80.0 | - | 659.1 | 33.8 | - | 2397.9 |
| Seattle, WA | 1640.7 | - | - | 463.9 | 17.4 | 203.0 | 2325.0 |
| Memphis, TN | 1492.0 | 226.4 | 232.1 | 232.1 | 16.0 | 371.5 | 2570.1 |
| Dayton, OH | 1285.0 | 260.1 | - | 12.0 | 2048.0 | 490.9 | 4096.1 |
| Winston-Salem, NC | 991.3 | 36.0 | 270.9 | 156.5 | 50.0 | 110.4 | 1615.0 |
| Fort Worth, TX | - | - | - | - | - | - | - |
| Hartford, CT | 980.5 | 19.5 | - | 324.4 | 14.6 | - | 1339.0 |
| Omaha, NE | 1294.3 | 216.5 | - | 83.4 | - | - | 1594.2 |
| Chattanooga, TN | 1068.8 | - | - | 240.0 | - | - | 1308.8 |
| Oklahoma City, OK | 1000.0 | - | - | 326.4 | 36.5 | - | 1362.9 |
| Birmingham, AL | 1100.0 | 104.2 | - | 95.8 | - | - | 1300.0 |
| New Orleans, LA | 800.3 | 300.0 | - | - | 37.5 | - | 1137.7 |
| Fort Wayne, IN | 685.0 | - | - | 362.5 | 36.3 | 51.4 | 1135.2 |
| Westchester Cnty, NY | 400.0 | 320.0 | - | - | 10.0 | 89.0 | 819.0 |
| Lexington, KY | 489.7 | 30.0 | 61.5 | 72.6 | - | - | 653.8 |
| St. Paul, MN | 506.8 | - | 183.9 | - | 5.9 | 16.1 | 712.8 |
| Baton Rouge, LA | 516.9 | - | 75.0 | 58.0 | - | - | 649.9 |
| Greensboro, NC | 616.0 | - | - | - | 6.0 | - | 622.0 |
| Canton, OH | 495.0 | - | - | 89.0 | - | 55.6 | 639.6 |
| Norfolk, VA | 615.0 | - | - | - | - | - | 615.0 |
| Harrisburg, PA | 421.0 | 10.0 | - | 113.7 | 10.0 | 15.0 | 569.7 |
| Raleigh, NC | 358.0 | 111.7 | - | 75.0 | 14.0 | 126.1 | 684.8 |
| Battle Creek, MI | - | - | - | - | - | - | 0.0 |
| Corp. Theatre, NY | - | - | - | - | - | - | 0.0 |
| Charleston, WV | 415.0 | - | - | - | - | - | 415.0 |
| Broome County, NY | 410.0 | - | - | 53.3 | 5.0 | - | 468.3 |
| Natl Fund/Dance, NY | 308.9 | - | - | - | - | - | 308.9 |
| Houston, TX | - | - | - | - | - | - | 0.0 |
| Durham, NC | - | - | - | - | - | - | 0.0 |
| Erie, PA | 185.0 | 10.0 | 70.0 | 86.0 | 1.0 | - | 352.0 |
| Mobile, AL | 94.0 | 15.0 | 108.7 | - | - | 58.6 | 276.3 |
| Grand Rapids, MI | 140.4 | 4.6 | 72.0 | 98.6 | - | 0.0 | 315.6 |
| High Point, NC | - | - | - | - | - | - | 0.0 |
| Catawba Cnty, NC | 246.6 | - | - | 12.4 | 1.2 | - | 260.2 |
| Wausau, WI | 68.6 | 6.4 | 132.9 | 38.8 | - | - | 246.7 |
| The Depot (Duluth, MN) | 199.3 | - | - | 51.0 | - | - | 250.3 |
| District of Columbia | - | - | - | - | - | - | 0.0 |
| Chautauqua Cnty, NY | - | - | - | - | - | - | 0.0 |
| Dutchess County, NY | 147.0 | 7.8 | - | 32.9 | - | 9.0 | 196.7 |
| Asheville, NC | 176.8 | 30.1 | 44.5 | 20.3 | 8.5 | - | 280.1 |
| St. Joseph, MO | 124.0 | - | 13.9 | 33.8 | 4.0 | - | 175.7 |
| Columbus, IN | 86.0 | 11.9 | 55.0 | 7.6 | 160.5 | - | 321.1 |
| Jackson, TN | 57.9 | 40.5 | 24.0 | - | - | 28.9 | 151.3 |
| Reading, PA | 179.4 | - | - | - | 25.0 | - | 204.4 |
| Rapid City, SD | 63.0 | 2.8 | 30.9 | 5.0 | 5.0 | - | 106.7 |
| Lawton, OK | 68.4 | - | - | - | - | - | 68.4 |
| Newton, MA | 27.0 | - | - | 49.4 | - | 6.0 | 82.4 |
| Rock Hill, SC | 68.7 | - | - | 8.7 | - | - | 77.4 |
| Albany, GA | 55.0 | - | - | 6.0 | - | - | 61.0 |
| Rowan County, NC | 48.3 | - | - | 4.3 | - | - | 52.6 |
| Rockland County, NY | - | - | - | - | - | - | - |
| | | | | | | | |
| Columbia, SC | - | - | - | - | - | - | - |
| Parkersburg, WV | - | - | - | - | - | - | - |
| Manchester, NH | - | - | - | - | - | - | - |
| Lexington, NC | - | - | - | - | - | - | - |
| **TOTAL** | **62908.1** | **2656.0** | **2342.5** | **9855.3** | **3642.3** | **2204.7** | **83609.0** |

**EXHIBIT D-2: ALLOCATIONS SUMMARY**

| | Symphonies | | Opera | | Dance | | Theater | | Museum | | Arts Councils | | Festivals | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **United Arts Fund** | **$000** | **%** | **$000** | **%** | **$000** | **%** | **$000** | **%** | **$000** | **%** | **$000** | **%** | **$000** | **%** |
| Music Center (L.A.) | 3544.0 | 37.1 | 2149.0 | 22.5 | - | - | 2977.0 | 31.2 | - | - | - | - | - | - |
| Milwaukee, WI | 2365.3 | 44.6 | 628.7 | 11.9 | 704.4 | 13.3 | 1199.8 | 22.6 | - | - | 15.0 | 0.3 | - | - |
| Cincinnati, OH | 2175.7 | 39.2 | 644.2 | 11.6 | 595.4 | 10.7 | 676.9 | 12.2 | 1838.4 | 33.2 | - | - | 233.7 | 4.2 |
| Lincoln Center, NY | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Orlando, FL | - | - | 666.0 | 20.9 | 316.8 | 10.0 | 249.7 | 7.8 | 990.0 | 31.1 | - | - | 188.9 | 5.9 |
| Louisville, KY | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Atlanta, GA | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Charlotte, NC | 1279.7 | 22.0 | 520.7 | 9.0 | 133.1 | 2.3 | 397.0 | 6.8 | 2280.0 | 39.3 | - | - | - | - |
| St. Louis, MO | - | - | 325.0 | 20.0 | 110.0 | 6.8 | 465.0 | 28.6 | - | - | - | - | - | - |
| Seattle, WA | 267.8 | 16.3 | 228.9 | 14.0 | 193.8 | 11.8 | 439.3 | 26.8 | 253.2 | 15.4 | - | - | 3.0 | 0.2 |
| Memphis, TN | 385.0 | 25.8 | 225.0 | 15.1 | 239.3 | 16.0 | 224.5 | 15.0 | 355.0 | 23.8 | - | - | - | - |
| Dayton, OH | 411.5 | 32.0 | 211.0 | 16.4 | 365.0 | 28.4 | - | - | - | - | - | - | - | - |
| Winston-Salem, NC | 177.0 | 17.9 | - | - | - | - | 340.3 | 34.3 | - | - | - | - | - | - |
| Fort Worth, TX | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Hartford, CT | 145.0 | 14.8 | 112.5 | 11.5 | 126.0 | 12.9 | 254.4 | 25.9 | 153.0 | 15.6 | - | - | 7.0 | 0.7 |
| Omaha, NE | 306.0 | 23.6 | 228.0 | 17.6 | 122.2 | 9.4 | 279.9 | 21.6 | 372.1 | 28.7 | - | - | - | - |
| Chattanooga, TN | 420.3 | 39.3 | - | - | - | - | - | - | 641.8 | 60.1 | 77.0 | 7.2 | - | - |
| Oklahoma City, OK | 290.0 | 29.0 | - | - | 150.0 | 15.0 | 70.0 | 7.0 | 397.5 | 39.8 | 77.5 | 7.8 | - | - |
| Birmingham, AL | | - | - | - | - | - | - | - | - | - | - | - | - | - |
| New Orleans, LA | - | - | - | - | - | - | - | - | - | - | - | - | - | ERR |
| Fort Wayne, IN | 247.0 | 36.1 | - | - | 88.5 | 12.9 | 151.3 | 22.1 | 149.3 | 21.8 | - | - | - | - |
| Westchester Cnty, NY | 10.0 | 2.5 | - | - | 10.5 | 2.6 | 96.5 | 24.1 | 74.6 | 18.7 | - | - | - | - |
| Lexington, KY | 111.4 | 22.7 | - | - | 114.9 | 23.5 | 125.9 | 25.7 | 33.6 | 6.9 | - | - | - | - |
| St. Paul, MN | - | - | - | - | 32.2 | 6.3 | 74.2 | 14.6 | - | - | - | - | - | - |
| Baton Rouge, LA | 111.9 | 21.6 | 60.0 | 11.6 | 17.5 | 3.4 | 76.0 | 14.7 | - | - | - | - | 20.5 | 4.0 |
| Greensboro, NC | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Canton, OH | 197.0 | 39.8 | 15.0 | 3.0 | 75.0 | 15.2 | 68.0 | 13.7 | 140.0 | 28.3 | - | - | - | - |
| Norfolk, VA | 158.0 | 25.7 | 156.0 | 25.4 | 4.3 | 0.7 | 86.0 | 14.0 | 110.5 | 18.0 | 30.0 | 4.9 | - | - |
| Harrisburg, PA | 109.0 | 25.9 | - | - | 19.0 | 4.5 | 61.8 | 14.7 | 37.0 | 8.8 | - | - | - | - |
| Raleigh, NC | 20.0 | 5.6 | - | - | - | - | 98.0 | 27.4 | - | - | - | - | 45.0 | 12.6 |
| Battle Creek, MI | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Corp. Theatre, NY | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Charleston, WV | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Broome County, NY | 87.0 | 21.2 | 50.4 | 12.3 | - | - | - | - | 253.2 | 61.8 | - | - | - | - |
| Natl Fund/Dance, NY | - | - | - | - | 275.9 | 89.3 | - | - | - | - | - | - | - | - |
| Houston, TX | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Durham, NC | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Erie, PA | 79.0 | 42.7 | - | - | 27.1 | 14.6 | 40.9 | 22.1 | 38.0 | 20.5 | - | - | 11.4 | 6.2 |
| Mobile, AL | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Grand Rapids, MI | 30.4 | 21.7 | 14.0 | 10.0 | 12.0 | 8.5 | 23.5 | 16.7 | 20.0 | 14.2 | - | - | - | - |
| High Point, NC | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Catawba Cnty, NC | 35.7 | 14.5 | - | - | - | - | 38.9 | 15.8 | 38.3 | 15.5 | 260.9 | 105.8 | - | - |
| Wausau, WI | - | - | - | - | 5.0 | 7.3 | 28.0 | 40.8 | - | - | - | - | - | - |
| The Depot (Duluth, MN | 60.0 | 30.1 | - | - | 29.6 | 14.9 | 9.5 | 4.7 | 42.6 | 21.4 | - | - | 15.0 | 7.5 |
| District of Columbia | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Chautauqua Cnty, NY | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Dutchess County, NY | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Asheville, NC | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| St. Joseph, MO | 41.7 | 33.7 | - | - | - | - | 37.3 | 30.1 | - | - | - | - | - | - |
| Columbus, IN | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Jackson, TN | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Reading, PA | 90.0 | 50.2 | 18.0 | 10.0 | - | - | - | - | - | - | - | - | - | - |
| Rapid City, SD | 13.1 | 20.8 | - | - | 6.0 | 9.5 | 8.8 | 14.0 | - | - | 20.2 | 32.1 | - | - |
| Lawton, OK | 30.9 | 45.2 | 11.7 | 17.2 | 8.5 | 12.4 | 15.4 | 22.6 | - | - | - | - | - | - |
| Newton, MA | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Rock Hill, SC | - | - | - | - | 8.5 | 12.4 | 5.7 | 8.3 | - | - | 32.0 | 46.6 | - | - |
| Albany, GA | 19.7 | 35.8 | - | - | 0.9 | 1.6 | 13.6 | 24.7 | - | - | - | - | - | - |
| Rowan County, NC | 10.6 | 22.0 | - | - | - | - | 10.9 | 22.6 | - | - | - | - | - | - |
| Rockland County, NY | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Columbia, SC | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Parkersburg, WV | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Manchester, NH | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Lexington, NC | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| **TOTAL** | **14089.4** | | **6264.1** | | **3791.4** | | **8644.0** | | **8218.1** | | **512.6** | | **524.5** | |
| **PERCENTAGE** | | **29.4** | | **13.1** | | **7.9** | | **18.0** | | **17.1** | | **1.1** | | **1.1** |

Note: Percentages vary slightly due to rounding.

**EXHIBIT D-2: ALLOCATIONS SUMMARY (continued)**

| | Visual Arts | | Music Groups | | Cultural Groups | | Arts Education | | Other | | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|
| United Arts Fund | $000 | % | $000 | % | $000 | % | $000 | % | $000 | % | $000 |
| Music Center (L.A.) | - | - | 297.0 | 3.1 | - | - | 575.0 | 6.0 | - | - | 9542.0 |
| Milwaukee, WI | - | - | 108.6 | 2.0 | 44.1 | 0.8 | - | - | - | - | 5065.9 |
| Cincinnati, OH | - | - | - | - | 330.2 | 6.0 | - | - | 173.2 | 3.1 | 6667.8 |
| Lincoln Center, NY | - | - | - | - | - | - | - | - | - | - | 0.0 |
| Orlando, FL | - | - | - | - | - | - | - | - | 705.6 | 22.2 | 3117.0 |
| Louisville, KY | - | - | - | - | - | - | - | - | - | - | 0.0 |
| Atlanta, GA | - | - | - | - | - | - | - | - | - | - | 0.0 |
| Charlotte, NC | 50.0 | 0.9 | 97.3 | 1.7 | 894.9 | 15.4 | 143.1 | 2.5 | 9.0 | 0.2 | 5804.9 |
| St. Louis, MO | 55.0 | 3.4 | - | - | 125.0 | 7.7 | 115.0 | 7.1 | - | - | 1195.0 |
| Seattle, WA | 1.5 | 0.1 | 77.6 | 4.7 | 37.5 | 2.3 | - | - | 32.5 | 2.0 | 1535.2 |
| Memphis, TN | 5.0 | 0.3 | 21.7 | 1.5 | 90.0 | 6.0 | 83.0 | 5.6 | 4.7 | 0.3 | 1633.2 |
| Dayton, OH | - | - | - | - | - | - | 80.0 | 6.2 | 56.0 | 4.4 | 1123.5 |
| Winston-Salem, NC | 336.5 | 33.9 | 20.5 | 2.1 | - | - | - | - | - | - | 874.3 |
| Fort Worth, TX | - | - | - | - | - | - | - | - | - | - | 0.0 |
| Hartford, CT | - | - | 28.5 | 2.9 | - | - | 77.5 | 7.9 | 40.0 | 4.1 | 943.9 |
| Omaha, NE | - | - | 30.0 | 2.3 | 28.5 | 2.2 | - | - | - | - | 1366.7 |
| Chattanooga, TN | 33.0 | 3.1 | 76.7 | 7.2 | - | - | - | - | - | - | 1248.8 |
| Oklahoma City, OK | - | - | 15.0 | 1.5 | - | - | - | - | - | - | 1000.0 |
| Birmingham, AL | - | - | - | - | - | - | - | - | - | - | 0.0 |
| New Orleans, LA | - | - | - | - | - | - | - | - | - | - | 0.0 |
| Fort Wayne, IN | - | - | - | - | 95.6 | 14.0 | - | - | 5.5 | 0.8 | 737.3 |
| Westchester Cnty, NY | - | - | 85.3 | 21.3 | 66.7 | 16.7 | 39.0 | 9.8 | 50.1 | 12.5 | 432.7 |
| Lexington, KY | 95.8 | 19.6 | 8.2 | 1.7 | - | - | - | - | - | - | 489.7 |
| St. Paul, MN | 197.8 | 39.0 | 81.5 | 16.1 | - | - | - | - | 120.1 | 23.7 | 505.7 |
| Baton Rouge, LA | - | - | 3.2 | 0.6 | - | - | 82.9 | 16.0 | 62.4 | 12.1 | 434.4 |
| Greensboro, NC | - | - | - | - | - | - | - | - | - | - | 0.0 |
| Canton, OH | - | - | - | - | - | - | - | - | - | - | 495.0 |
| Norfolk, VA | 7.7 | 1.3 | 20.5 | 3.3 | - | - | 25.0 | 4.1 | 17.0 | 2.8 | 615.0 |
| Harrisburg, PA | - | - | - | - | 81.0 | 19.2 | - | - | - | - | 307.8 |
| Raleigh, NC | 95.0 | 26.5 | 63.0 | 17.6 | - | - | - | - | 37.0 | 10.3 | 358.0 |
| Battle Creek, MI | - | - | - | - | - | - | - | - | - | - | 0.0 |
| Corp. Theatre, NY | - | - | - | - | - | - | - | - | - | - | 0.0 |
| Charleston, WV | - | - | - | - | - | - | - | - | - | - | 0.0 |
| Broome County, NY | - | - | 12.9 | 3.2 | - | - | 8.4 | 2.0 | - | - | 411.8 |
| Natl Fund/Dance, NY | - | - | - | - | - | - | - | - | - | - | 275.9 |
| Houston, TX | - | - | - | - | - | - | - | - | - | - | 0.0 |
| Durham, NC | - | - | - | - | - | - | - | - | - | - | 0.0 |
| Erie, PA | - | - | 1.9 | 1.0 | 56.6 | 30.6 | - | - | - | - | 254.9 |
| Mobile, AL | - | - | - | - | - | - | - | - | - | - | 0.0 |
| Grand Rapids, MI | - | - | 38.5 | 27.4 | - | - | - | - | 19.5 | 13.9 | 157.9 |
| High Point, NC | - | - | - | - | - | - | - | - | - | - | 0.0 |
| Catawba Cnty, NC | - | - | 18.7 | 7.6 | 13.0 | 5.3 | 36.6 | 14.8 | 22.4 | 9.1 | 464.5 |
| Wausau, WI | - | - | 7.3 | 10.6 | - | - | 28.4 | 41.3 | - | - | 68.6 |
| The Depot (Duluth, MN) | - | - | 4.1 | 2.0 | 8.0 | 4.0 | 30.6 | 15.4 | - | - | 199.3 |
| District of Columbia | - | - | - | - | - | - | - | - | - | - | 0.0 |
| Chautauqua Cnty, NY | - | - | - | - | - | - | - | - | - | - | 0.0 |
| Dutchess County, NY | - | - | - | - | - | - | - | - | - | - | 0.0 |
| Asheville, NC | - | - | - | - | - | - | - | - | - | - | 0.0 |
| St. Joseph, MO | - | - | 3.7 | 3.0 | 79.5 | 64.1 | - | - | - | - | 162.2 |
| Columbus, IN | - | - | - | - | - | - | - | - | - | - | 0.0 |
| Jackson, TN | - | - | - | - | - | - | - | - | - | - | 0.0 |
| Reading, PA | - | - | 53.2 | 29.7 | - | - | - | - | - | - | 161.2 |
| Rapid City, SD | - | - | 14.8 | 23.5 | - | - | - | - | - | - | 63.0 |
| Lawton, OK | - | - | - | - | - | - | - | - | 1.8 | 2.7 | 68.4 |
| Newton, MA | - | - | - | - | - | - | - | - | - | - | 0.0 |
| Rock Hill, SC | - | - | 5.5 | 8.0 | 17.0 | 24.7 | - | - | - | - | 68.7 |
| Albany, GA | 14.1 | 25.6 | 1.1 | 2.0 | 7.3 | 13.3 | - | - | - | - | 56.7 |
| Rowan County, NC | 12.8 | 26.5 | 1.5 | 3.2 | 9.8 | 20.3 | - | - | - | - | 45.7 |
| Rockland County, NY | - | - | - | - | - | - | - | - | - | - | 0.0 |
| | | | | | | | | | | | |
| Columbia, SC | - | - | - | - | - | - | - | - | - | - | - |
| Parkersburg, WV | - | - | - | - | - | - | - | - | - | - | - |
| Manchester, NH | - | - | - | - | - | - | - | - | - | - | - |
| Lexington, NC | - | - | - | - | - | - | - | - | - | - | - |
| **TOTAL** | **904.1** | | **1197.7** | | **1984.6** | | **1324.5** | | **1356.9** | | **47952.4** |
| **PERCENTAGE** | | **1.9** | | **2.5** | | **4.1** | | **2.8** | | **2.8** | |

**EXHIBIT D-3: ALLOCATIONS TO SYMPHONY AND OPERA**

| | Symphony | | | | | Opera | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| United Arts Fund | No. Funded | Total Op. Budget | Total Allocated | % of Op. Bud. | % UAF Funds | No. Funded | Total Op. Budget | Total Allocated | % of Op. Bud. | % UAF Funds |
| Music Center (L.A.) | 1 | 34901.0 | 3544.0 | 10.2 | 28.0 | 1 | 14788.0 | 2149.0 | 14.5 | 17.0 |
| Milwaukee, WI | 2 | 12312.0 | 2365.3 | 19.2 | 34.9 | 3 | 3016.1 | 628.7 | 20.8 | 9.3 |
| Cincinnati, OH | 1 | 14844.6 | 2175.7 | 14.7 | 37.3 | 1 | 2495.1 | 644.2 | 25.8 | 11.0 |
| Lincoln Center, NY | - | - | - | - | - | - | - | - | - | - |
| Orlando, FL | - | - | - | - | - | 1 | 1329.7 | 666.0 | 50.1 | 13.3 |
| Louisville, KY | - | - | - | - | - | - | - | - | - | - |
| Atlanta, GA | - | - | - | - | - | - | - | - | - | - |
| Charlotte, NC | 1 | 4085.4 | 1279.7 | 31.3 | 39.5 | 1 | 1915.4 | 520.7 | 27.2 | 16.1 |
| St. Louis, MO | - | - | - | - | - | 1 | 4319.0 | 325.0 | 7.5 | 12.6 |
| Seattle, WA | 4 | 9416.1 | 267.8 | 2.8 | 11.5 | 2 | 11614.1 | 228.9 | 2.0 | 9.8 |
| Memphis, TN | 1 | 2300.0 | 385.0 | 16.7 | 20.9 | 1 | 1245.0 | 225.0 | 18.1 | 12.2 |
| Dayton, OH | 1 | 2161.8 | 411.5 | 19.0 | 25.0 | 1 | 1336.5 | 211.0 | 15.8 | 12.8 |
| Winston-Salem, NC | 1 | 1169.0 | 177.0 | 15.1 | 11.0 | - | - | - | - | - |
| Fort Worth, TX | - | - | - | - | - | - | - | - | - | - |
| Hartford, CT | 1 | 2016.0 | 145.0 | 7.2 | 10.3 | 1 | 1757.0 | 112.5 | 6.4 | 8.0 |
| Omaha, NE | 1 | - | 306.0 | - | 22.6 | 1 | - | 228.0 | - | 16.8 |
| Chattanooga, TN | 1 | 1305.3 | 420.3 | 32.2 | 31.8 | - | - | - | - | - |
| Oklahoma City, OK | 1 | 2053.0 | 290.0 | 14.1 | 22.2 | - | - | - | - | - |
| Birmingham, AL | - | - | - | - | - | - | - | - | - | - |
| New Orleans, LA | - | - | - | - | - | - | - | - | - | - |
| Fort Wayne, IN | 1 | 2297.9 | 247.0 | 10.7 | 22.2 | - | - | - | - | - |
| Westchester Cnty, NY | 1 | 277.2 | 10.0 | 3.6 | 1.2 | - | - | - | - | - |
| Lexington, KY | 2 | 996.5 | 111.4 | 11.2 | 15.4 | - | - | - | - | - |
| St. Paul, MN | - | - | - | - | - | - | - | - | - | - |
| Baton Rouge, LA | 1 | 1100.0 | 111.9 | 10.2 | 17.2 | 1 | 302.0 | 60.0 | 19.9 | 9.2 |
| Greensboro, NC | - | - | - | - | - | - | - | - | - | - |
| Canton, OH | 1 | 951.0 | 197.0 | 20.7 | 32.3 | 1 | 175.0 | 15.0 | 8.6 | 2.5 |
| Norfolk, VA | 4 | 3319.6 | 158.0 | 4.8 | 26.0 | 1 | 3342.9 | 156.0 | 4.7 | 25.7 |
| Harrisburg, PA | 1 | 931.8 | 109.0 | 11.7 | 19.7 | - | - | - | - | - |
| Raleigh, NC | 1 | 118.6 | 20.0 | 16.9 | 3.6 | - | - | - | - | - |
| Battle Creek, MI | - | - | - | - | - | - | - | - | - | - |
| Corp. Theatre, NY | - | - | - | - | - | - | - | - | - | - |
| Charleston, WV | - | - | - | - | - | - | - | - | - | - |
| Broome County, NY | 2 | 836.8 | 87.0 | 10.4 | 18.6 | 1 | 834.0 | 50.4 | 6.0 | 10.8 |
| Natl Fund/Dance, NY | - | - | - | - | - | - | - | - | - | - |
| Houston, TX | - | - | - | - | - | - | - | - | - | - |
| Durham, NC | - | - | - | - | - | - | - | - | - | - |
| Erie, PA | 1 | 888.3 | 79.0 | 8.9 | 28.0 | - | - | - | - | - |
| Mobile, AL | - | - | - | - | - | - | - | - | - | - |
| Grand Rapids, MI | 2 | 3815.3 | 30.4 | 0.8 | 11.5 | 1 | 614.3 | 14.0 | 2.3 | 5.3 |
| High Point, NC | - | - | - | - | - | - | - | - | - | - |
| Catawba Cnty, NC | 1 | 314.2 | 35.7 | 11.4 | 13.7 | - | - | - | - | - |
| Wausau, WI | - | - | - | - | - | - | - | - | - | - |
| The Depot (Duluth, MN) | 1 | 562.9 | 60.0 | 10.7 | 26.5 | - | - | - | - | - |
| District of Columbia | - | - | - | - | - | - | - | - | - | - |
| Chautauqua Cnty, NY | - | - | - | - | - | - | - | - | - | - |
| Dutchess County, NY | - | - | - | - | - | - | - | - | - | - |
| Asheville, NC | - | - | - | - | - | - | - | - | - | - |
| St. Joseph, MO | 1 | 231.9 | 41.7 | 18.0 | 24.0 | - | - | - | - | - |
| Columbus, IN | - | - | - | - | - | - | - | - | - | - |
| Jackson, TN | - | - | - | - | - | - | - | - | - | - |
| Reading, PA | 1 | 691.4 | 90.0 | 13.0 | 67.5 | 1 | 67.5 | 18.0 | 26.7 | 13.5 |
| Rapid City, SD | 1 | 118.4 | 13.1 | 11.1 | 11.7 | - | - | - | - | - |
| Lawton, OK | 1 | 345.0 | 30.9 | 9.0 | 36.2 | 1 | 18.6 | 11.7 | 63.3 | 13.7 |
| Newton, MA | - | - | - | - | - | - | - | - | - | - |
| Rock Hill, SC | - | - | - | - | - | - | - | - | - | - |
| Albany, GA | 2 | 345.0 | 19.7 | 5.7 | 32.3 | - | - | - | - | - |
| Rowan County, NC | 1 | 141.5 | 10.6 | 7.5 | 20.1 | - | - | - | - | - |
| Rockland County, NY | - | - | - | - | - | - | - | - | - | - |
| Columbia, SC | - | - | - | - | - | - | - | - | - | - |
| Parkersburg, WV | - | - | - | - | - | - | - | - | - | - |
| Manchester, NH | - | - | - | - | - | - | - | - | - | - |
| Lexington, NC | - | - | - | - | - | - | - | - | - | - |
| **TOTAL** | **42** | **104847.3** | **13229.7** | | | **21** | **49170.0** | **6264.1** | | |
| **Averages** | **0.7** | **1777.1** | **224.2** | | | **0.4** | **833.4** | **106.2** | | |

**EXHIBIT D-4: ALLOCATIONS TO DANCE AND THEATER**

| | Dance | | | | | Theater | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| United Arts Fund | No. Funded | Total Op. Budget | Total Allocated | % of Op. Bud. | % UAF Funds | No. Funded | Total Op. Budget | Total Allocated | % of Op. Bud. | % UAF Funds |
| Music Center (L.A.) | - | - | - | - | - | 1 | 24320.0 | 2977.0 | 12.2 | 23.5 |
| Milwaukee, WI | 5 | 5007.6 | 704.4 | 14.1 | 10.4 | 7 | 6058.9 | 1199.8 | 19.8 | 17.7 |
| Cincinnati, OH | 1 | 2837.3 | 595.4 | 21.0 | 10.2 | 1 | 4712.3 | 676.9 | 14.4 | 11.6 |
| Lincoln Center, NY | - | - | - | - | - | - | - | - | - | - |
| Orlando, FL | 1 | 1439.1 | 316.8 | 22.0 | 6.3 | 1 | 1146.0 | 249.7 | 21.8 | 5.0 |
| Louisville, KY | - | - | - | - | - | - | - | - | - | - |
| Atlanta, GA | - | - | - | - | - | - | - | - | - | - |
| Charlotte, NC | 1 | 1282.3 | 133.1 | 10.4 | 4.1 | 5 | 2434.8 | 397.0 | 16.3 | 12.3 |
| St. Louis, MO | 1 | 1746.5 | 110.0 | 6.3 | 4.3 | 2 | 5241.4 | 465.0 | 8.9 | 18.0 |
| Seattle, WA | 3 | 8379.4 | 193.8 | 2.3 | 8.3 | 12 | 16540.0 | 439.3 | 2.7 | 18.9 |
| Memphis, TN | 2 | 1336.4 | 239.3 | 17.9 | 13.0 | 3 | 1810.2 | 224.5 | 12.4 | 12.2 |
| Dayton, OH | 2 | 1989.8 | 365.0 | 18.3 | 22.2 | 1 | 497.9 | - | - | - |
| Winston-Salem, NC | - | - | - | - | - | 5 | 1608.6 | 340.3 | 21.2 | 21.1 |
| Fort Worth, TX | - | - | - | - | - | - | - | - | - | - |
| Hartford, CT | 5 | 2679.2 | 126.0 | 4.7 | 9.0 | 5 | 11758.0 | 254.4 | 2.2 | 18.2 |
| Omaha, NE | 2 | - | 122.2 | - | 9.0 | 10 | - | 279.9 | - | 20.7 |
| Chattanooga, TN | - | - | - | - | - | - | - | - | - | - |
| Oklahoma City, OK | 1 | 1193.8 | 150.0 | 12.6 | 11.5 | 1 | 1194.7 | 70.0 | 5.9 | 5.4 |
| Birmingham, AL | - | - | - | - | - | | | - | - | - |
| New Orleans, LA | - | - | - | - | - | - | - | - | - | - |
| Fort Wayne, IN | 1 | 624.2 | 88.5 | 14.2 | 7.9 | 2 | 689.8 | 151.3 | 21.9 | 13.6 |
| Westchester Cnty, NY | 2 | 340.6 | 10.5 | 3.1 | 1.3 | 5 | 1815.0 | 96.5 | 5.3 | 11.8 |
| Lexington, KY | 2 | 616.0 | 114.9 | 18.7 | 15.9 | 4 | 811.1 | 125.9 | 15.5 | 17.4 |
| St. Paul, MN | 4 | 498.0 | 32.2 | 6.5 | 4.5 | 4 | 3807.4 | 74.2 | 1.9 | 10.4 |
| Baton Rouge, LA | 2 | 203.0 | 17.5 | 8.6 | 2.7 | 3 | 790.0 | 76.0 | 9.6 | 11.7 |
| Greensboro, NC | - | - | - | - | - | - | - | - | - | - |
| Canton, OH | 1 | 384.0 | 75.0 | 19.5 | 12.3 | 1 | 610.0 | 68.0 | 11.1 | 11.1 |
| Norfolk, VA | 1 | 80.6 | 4.3 | 5.3 | 0.7 | 2 | 2816.0 | 86.0 | 3.1 | 14.2 |
| Harrisburg, PA | 1 | 771.5 | 19.0 | 2.5 | 3.4 | 2 | 668.6 | 61.8 | 9.2 | 11.2 |
| Raleigh, NC | - | - | - | - | - | 3 | 1328.0 | 98.0 | 7.4 | 17.8 |
| Battle Creek, MI | - | - | - | - | - | - | - | - | - | - |
| Corp. Theatre, NY | - | - | - | - | - | - | - | - | - | - |
| Charleston, WV | - | - | - | - | - | - | - | - | - | - |
| Broome County, NY | - | - | - | - | - | - | - | - | - | - |
| Natl Fund/Dance, NY | 8 | 48042.4 | 275.9 | 0.6 | 68.5 | - | - | - | - | - |
| Houston, TX | - | - | - | - | - | - | - | - | - | - |
| Durham, NC | - | - | - | - | - | - | - | - | - | - |
| Erie, PA | 1 | 411.7 | 27.1 | 6.6 | 9.6 | 2 | 853.1 | 40.9 | 4.8 | 14.5 |
| Mobile, AL | - | - | - | - | - | - | - | - | - | - |
| Grand Rapids, MI | 1 | 601.5 | 12.0 | 2.0 | 4.6 | 3 | 1210.9 | 23.5 | 1.9 | 8.9 |
| High Point, NC | - | - | - | - | - | - | - | - | - | - |
| Catawba Cnty, NC | - | - | - | - | - | 2 | 331.0 | 38.9 | 11.8 | 14.9 |
| Wausau, WI | 1 | 12.5 | 5.0 | 40.2 | 2.0 | 2 | 144.8 | 28.0 | 19.3 | 11.5 |
| The Depot (Duluth, MN) | 1 | 311.4 | 29.6 | 9.5 | 13.1 | 1 | 197.4 | 9.5 | 4.8 | 4.2 |
| District of Columbia | - | - | - | - | - | - | - | - | - | - |
| Chautauqua Cnty, NY | - | - | - | - | - | - | - | - | - | - |
| Dutchess County, NY | - | - | - | - | - | - | - | - | - | - |
| Asheville, NC | - | - | - | - | - | - | - | - | - | - |
| St. Joseph, MO | - | - | - | - | - | 2 | 166.5 | 37.3 | 22.4 | 21.4 |
| Columbus, IN | - | - | - | - | - | - | - | - | - | - |
| Jackson, TN | - | - | - | - | - | - | - | - | - | - |
| Reading, PA | - | - | - | - | - | - | - | - | - | - |
| Rapid City, SD | 1 | 50.3 | 6.0 | 12.0 | 5.4 | 1 | 85.9 | 8.8 | 10.3 | 7.9 |
| Lawton, OK | 1 | 19.4 | 8.5 | 43.6 | 9.9 | 1 | 99.6 | 15.4 | 15.5 | 18.1 |
| Newton, MA | - | - | - | - | - | - | - | - | - | - |
| Rock Hill, SC | 1 | 23.0 | 8.5 | 37.0 | 11.2 | 2 | 33.0 | 5.7 | 17.3 | 7.5 |
| Albany, GA | 1 | 10.9 | 0.9 | 8.3 | 1.5 | 1 | 170.0 | 13.6 | 8.0 | 22.3 |
| Rowan County, NC | - | - | - | - | - | 1 | 134.3 | 10.9 | 8.1 | 20.6 |
| Rockland County, NY | - | - | - | - | - | - | - | - | - | - |
| | | | | | | | | | | |
| Columbia, SC | - | - | - | - | - | - | - | - | - | - |
| Parkersburg, WV | - | - | - | - | - | - | - | - | - | - |
| Manchester, NH | - | - | - | - | - | - | - | - | - | - |
| Lexington, NC | - | - | - | - | - | - | - | - | - | - |
| **Total** | **54** | **80892.4** | **3791.4** | | | **98** | **94085.0** | **8644.0** | | |
| **Average** | **0.9** | **1371.1** | **64.3** | | | **1.7** | **1622.2** | **146.5** | | |

## EXHIBIT D-5: ALLOCATIONS TO MUSEUMS AND ARTS COUNCILS

| | Museums | | | | | Arts Councils | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| United Arts Fund | No. Funded | Total Op. Budget | Total Allocated | % of Op. Bud. | % UAF Funds | No. Funded | Total Op. Budget | Total Allocated | % of Op. Bud. | % UAF Funds |
| Music Center (L.A.) | - | - | - | - | - | - | - | - | - | - |
| Milwaukee, WI | - | - | - | - | - | 1 | 151.4 | 15.0 | 9.9 | 0.2 |
| Cincinnati, OH | 2 | 7988.8 | 1838.4 | 23.0 | 31.5 | - | - | - | - | - |
| Lincoln Center, NY | - | - | - | - | - | - | - | - | - | - |
| Orlando, FL | 1 | 1888.4 | 990.0 | 52.4 | 19.8 | - | - | - | - | - |
| Louisville, KY | - | - | - | - | - | - | - | - | - | - |
| Atlanta, GA | - | - | - | - | - | - | - | - | - | - |
| Charlotte, NC | 3 | 9383.9 | 2280.0 | 24.3 | 70.5 | - | - | - | - | - |
| St. Louis, MO | - | - | - | - | - | - | - | - | - | - |
| Seattle, WA | 6 | 11406.7 | 253.2 | 2.2 | 10.9 | - | - | - | - | - |
| Memphis, TN | 2 | 2159.0 | 355.0 | 16.4 | 19.3 | - | - | - | - | - |
| Dayton, OH | - | - | - | - | - | - | - | - | - | - |
| Winston-Salem, NC | - | - | - | - | - | - | - | - | - | - |
| Fort Worth, TX | - | - | - | - | - | - | - | - | - | - |
| Hartford, CT | 3 | 5327.2 | 153.0 | 2.9 | 10.9 | - | - | - | - | - |
| Omaha, NE | 3 | - | 372.1 | - | 27.5 | - | - | - | - | - |
| Chattanooga, TN | 3 | 1993.6 | 641.8 | 32.2 | 48.6 | 1 | 210.0 | 77.0 | 36.7 | 5.8 |
| Oklahoma City, OK | 2 | 2611.3 | 397.5 | 15.2 | 30.5 | 1 | 2151.7 | 77.5 | 3.6 | 5.9 |
| Birmingham, AL | - | - | - | - | - | - | - | - | - | - |
| New Orleans, LA | - | - | - | - | - | - | - | - | - | - |
| Fort Wayne, IN | 2 | 1536.5 | 149.3 | 9.7 | 13.4 | - | - | - | - | - |
| Westchester Cnty, NY | 5 | 2143.5 | 74.6 | 3.5 | 9.1 | - | - | - | - | - |
| Lexington, KY | 1 | 279.3 | 33.6 | 12.0 | 4.6 | - | - | - | - | - |
| St. Paul, MN | - | - | - | - | - | - | - | - | - | - |
| Baton Rouge, LA | - | - | - | - | - | - | - | - | - | - |
| Greensboro, NC | - | - | - | - | - | - | - | - | - | - |
| Canton, OH | 1 | 689.0 | 140.0 | 20.3 | 23.0 | - | - | - | - | - |
| Norfolk, VA | 5 | 5071.2 | 110.5 | 2.2 | 18.2 | 2 | 960.3 | 30.0 | 3.1 | 4.9 |
| Harrisburg, PA | 1 | 752.7 | 37.0 | 4.9 | 6.7 | - | - | - | - | - |
| Raleigh, NC | - | - | - | - | - | - | - | - | - | - |
| Battle Creek, MI | - | - | - | - | - | - | - | - | - | - |
| Corp. Theatre, NY | - | - | - | - | - | - | - | - | - | - |
| Charleston, WV | - | - | - | - | - | - | - | - | - | - |
| Broome County, NY | 1 | 1375.0 | 253.2 | 18.4 | 54.1 | - | - | - | - | - |
| Natl Fund/Dance, NY | - | - | - | - | - | - | - | - | - | - |
| Houston, TX | - | - | - | - | - | - | - | - | - | - |
| Durham, NC | - | - | - | - | - | - | - | - | - | - |
| Erie, PA | 1 | 334.7 | 38.0 | 11.4 | 13.5 | - | - | - | - | - |
| Mobile, AL | - | - | - | - | - | - | - | - | - | - |
| Grand Rapids, MI | 1 | 902.2 | 20.0 | 2.2 | 7.6 | - | - | - | - | - |
| High Point, NC | - | - | - | - | - | - | - | - | - | - |
| Catawba Cnty, NC | 1 | 303.0 | 38.3 | 12.6 | 14.7 | 1 | 529.1 | 260.9 | 49.3 | 100.3 |
| Wausau, WI | - | - | - | - | - | - | - | - | - | - |
| The Depot (Duluth, MN) | 2 | 548.8 | 42.6 | 7.8 | 18.8 | - | - | - | - | - |
| District of Columbia | - | - | - | - | - | - | - | - | - | - |
| Chautauqua Cnty, NY | - | - | - | - | - | - | - | - | - | - |
| Dutchess County, NY | - | - | - | - | - | - | - | - | - | - |
| Asheville, NC | - | - | - | - | - | - | - | - | - | - |
| St. Joseph, MO | - | - | - | - | - | - | - | - | - | - |
| Columbus, IN | - | - | - | - | - | - | - | - | - | - |
| Jackson, TN | - | - | - | - | - | - | - | - | - | - |
| Reading, PA | - | - | - | - | - | - | - | - | - | - |
| Rapid City, SD | - | - | - | - | - | 1 | 242.7 | 20.2 | 8.3 | 18.0 |
| Lawton, OK | - | - | - | - | - | - | - | - | - | - |
| Newton, MA | - | - | - | - | - | - | - | - | - | - |
| Rock Hill, SC | - | - | - | - | - | 1 | 115.4 | 32.0 | 27.7 | 42.0 |
| Albany, GA | - | - | - | - | - | - | - | - | - | - |
| Rowan County, NC | - | - | - | - | - | - | - | - | - | - |
| Rockland County, NY | - | - | - | - | - | - | - | - | - | - |
| Columbia, SC | - | - | - | - | - | - | - | - | - | - |
| Parkersburg, WV | - | - | - | - | - | - | - | - | - | - |
| Manchester, NH | - | - | - | - | - | - | - | - | - | - |
| Lexington, NC | - | - | - | - | - | - | - | - | - | - |
| **TOTAL** | **46** | **56694.7** | **8218.1** | | | **8** | **4360.6** | **512.6** | | |
| **Averages** | **0.8** | **960.9** | **139.3** | | | **0.1** | **73.9** | **8.7** | | |

## EXHIBIT D-6: ALLOCATIONS TO FESTIVALS AND VISUAL ARTS GROUPS

| | Festivals | | | | | Visual Arts Groups | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| United Arts Fund | No. Funded | Total Op. Budget | Total Allocated | % of Op. Bud. | % UAF Funds | No. Funded | Total Op. Budget | Total Allocated | % of Op. Bud. | % UAF Funds |
| Music Center (L.A.) | - | - | - | - | - | - | - | - | - | - |
| Milwaukee, WI | - | - | - | - | - | - | - | - | - | - |
| Cincinnati, OH | 1 | 983.6 | 233.7 | 23.8 | 4.0 | - | - | - | - | - |
| Lincoln Center, NY | - | - | - | - | - | - | - | - | - | - |
| Orlando, FL | 1 | 331.5 | 188.9 | 57.0 | 3.8 | - | - | - | - | - |
| Louisville, KY | - | - | - | - | - | - | - | - | - | - |
| Atlanta, GA | - | - | - | - | - | - | - | - | - | - |
| Charlotte, NC | - | - | - | - | - | 1 | 163.0 | 50.0 | 30.7 | 1.5 |
| St. Louis, MO | - | - | - | - | - | 1 | 605.0 | 55.0 | 9.1 | 2.1 |
| Seattle, WA | 1 | 448.0 | 3.0 | 0.7 | 0.1 | 1 | 229.4 | 1.5 | 0.7 | 0.1 |
| Memphis, TN | - | - | - | - | - | 1 | 54.4 | 5.0 | 9.2 | 0.3 |
| Dayton, OH | - | - | - | - | - | - | - | - | - | - |
| Winston-Salem, NC | - | - | - | - | - | 4 | 2463.4 | 336.5 | 13.7 | 20.8 |
| Fort Worth, TX | - | - | - | - | - | - | - | - | - | - |
| Hartford, CT | 1 | 38.0 | 7.0 | 18.4 | 0.5 | - | - | - | - | - |
| Omaha, NE | - | - | - | - | - | - | - | - | - | - |
| Chattanooga, TN | - | - | - | - | - | 1 | 158.0 | 33.0 | 20.9 | 2.5 |
| Oklahoma City, OK | - | - | - | - | - | - | - | - | - | - |
| Birmingham, AL | - | - | - | - | - | - | - | - | - | - |
| New Orleans, LA | - | - | - | - | - | - | - | - | - | - |
| Fort Wayne, IN | - | - | - | - | - | - | - | - | - | - |
| Westchester Cnty, NY | - | - | - | - | - | - | - | - | - | - |
| Lexington, KY | - | - | - | - | - | 2 | 342.0 | 95.8 | 28.0 | 13.2 |
| St. Paul, MN | - | - | - | - | - | 2 | 2278.8 | 197.8 | 8.7 | 27.7 |
| Baton Rouge, LA | 1 | 390.0 | 20.5 | 5.3 | 3.2 | - | - | - | - | - |
| Greensboro, NC | - | - | - | - | - | - | - | - | - | - |
| Canton, OH | - | - | - | - | - | - | - | - | - | - |
| Norfolk, VA | - | - | - | - | - | 2 | 198.6 | 7.7 | 3.9 | 1.3 |
| Harrisburg, PA | - | - | - | - | - | - | - | - | - | - |
| Raleigh, NC | 1 | 343.9 | 45.0 | 13.1 | 8.2 | 3 | 969.3 | 95.0 | 9.8 | 17.2 |
| Battle Creek, MI | - | - | - | - | - | - | - | - | - | - |
| Corp. Theatre, NY | - | - | - | - | - | - | - | - | - | - |
| Charleston, WV | - | - | - | - | - | - | - | - | - | - |
| Broome County, NY | - | - | - | - | - | - | - | - | - | - |
| Natl Fund/Dance, NY | - | - | - | - | - | - | - | - | - | - |
| Houston, TX | - | - | - | - | - | - | - | - | - | - |
| Durham, NC | - | - | - | - | - | - | - | - | - | - |
| Erie, PA | 1 | 69.5 | 11.4 | 16.4 | 4.0 | - | - | - | - | - |
| Mobile, AL | - | - | - | - | - | - | - | - | - | - |
| Grand Rapids, MI | - | - | - | - | - | - | - | - | - | - |
| High Point, NC | - | - | - | - | - | - | - | - | - | - |
| Catawba Cnty, NC | - | - | - | - | - | - | - | - | - | - |
| Wausau, WI | - | - | - | - | - | - | - | - | - | - |
| The Depot (Duluth, MN) | 1 | 114.7 | 15.0 | 13.1 | 6.6 | - | - | - | - | - |
| District of Columbia | - | - | - | - | - | - | - | - | - | - |
| Chautauqua Cnty, NY | - | - | - | - | - | - | - | - | - | - |
| Dutchess County, NY | - | - | - | - | - | - | - | - | - | - |
| Asheville, NC | - | - | - | - | - | - | - | - | - | - |
| St. Joseph, MO | - | - | - | - | - | - | - | - | - | - |
| Columbus, IN | - | - | - | - | - | - | - | - | - | - |
| Jackson, TN | - | - | - | - | - | - | - | - | - | - |
| Reading, PA | - | - | - | - | - | - | - | - | - | - |
| Rapid City, SD | - | - | - | - | - | - | - | - | - | - |
| Lawton, OK | - | - | - | - | - | - | - | - | - | - |
| Newton, MA | - | - | - | - | - | - | - | - | - | - |
| Rock Hill, SC | - | - | - | - | - | - | - | - | - | - |
| Albany, GA | - | - | - | - | - | 1 | 400.0 | 14.1 | 3.5 | 23.1 |
| Rowan County, NC | - | - | - | - | - | 1 | 174.8 | 12.8 | 7.3 | 24.1 |
| Rockland County, NY | - | - | - | - | - | - | - | - | - | - |
| Columbia, SC | - | - | - | - | - | - | - | - | - | - |
| Parkersburg, WV | - | - | - | - | - | - | - | - | - | - |
| Manchester, NH | - | - | - | - | - | - | - | - | - | - |
| Lexington, NC | - | - | - | - | - | - | - | - | - | - |
| **TOTAL** | **8** | **2719.0** | **524.5** | | | **20** | **8036.7** | **904.1** | | |
| **Averages** | **0.1** | **46.1** | **8.9** | | | **0.3** | **136.2** | **15.3** | | |

**EXHIBIT D-7: ALLOCATIONS TO MUSIC AND CULTURAL GROUPS**

| | Music Groups | | | | | Cultural Groups | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| United Arts Fund | No. Funded | Total Op. Budget | Total Allocated | % of Op. Bud. | % UAF Funds | No. Funded | Total Op. Budget | Total Allocated | % of Op. Bud. | % UAF Funds |
| Music Center (L.A.) | 1 | 1433.0 | 297.0 | 20.7 | 2.3 | - | - | - | - | - |
| Milwaukee, WI | 2 | 350.1 | 108.6 | 31.0 | 1.6 | 3 | 512.4 | 44.1 | 8.6 | 0.7 |
| Cincinnati, OH | - | - | - | - | - | 1 | 1196.3 | 330.2 | 27.6 | 5.7 |
| Lincoln Center, NY | - | - | - | - | - | - | - | - | - | - |
| Orlando, FL | - | - | - | - | - | - | - | - | - | - |
| Louisville, KY | - | - | - | - | - | - | - | - | - | - |
| Atlanta, GA | - | - | - | - | - | - | - | - | - | - |
| Charlotte, NC | 5 | 861.8 | 97.3 | 11.3 | 3.0 | 3 | 7690.5 | 894.9 | 11.6 | 27.7 |
| St. Louis, MO | - | - | - | - | - | 1 | 633.7 | 125.0 | 19.7 | 4.8 |
| Seattle, WA | 9 | 3574.8 | 77.6 | 2.2 | 3.3 | 3 | 1243.0 | 37.5 | 3.0 | 1.6 |
| Memphis, TN | 3 | 75.0 | 21.7 | 28.9 | 1.2 | 3 | 349.6 | 90.0 | 25.7 | 4.9 |
| Dayton, OH | - | - | - | - | - | - | - | - | - | - |
| Winston-Salem, NC | 2 | 68.8 | 20.5 | 29.8 | 1.3 | - | - | - | - | - |
| Fort Worth, TX | - | - | - | - | - | - | - | - | - | - |
| Hartford, CT | 10 | 577.9 | 28.5 | 4.9 | 2.0 | - | - | - | - | - |
| Omaha, NE | 3 | - | 30.0 | - | 2.2 | 7 | - | 28.5 | - | 2.1 |
| Chattanooga, TN | 2 | 331.9 | 76.7 | 23.1 | 5.8 | - | - | - | - | - |
| Oklahoma City, OK | 1 | 144.6 | 15.0 | 10.4 | 1.2 | - | - | - | - | - |
| Birmingham, AL | - | - | - | - | - | - | - | - | - | - |
| New Orleans, LA | - | - | - | - | - | - | - | - | - | - |
| Fort Wayne, IN | - | - | - | - | - | 2 | 609.0 | 95.6 | 15.7 | 8.6 |
| Westchester Cnty, NY | 12 | 1768.8 | 85.3 | 4.8 | 10.4 | 8 | 2627.3 | 66.7 | 2.5 | 8.1 |
| Lexington, KY | 4 | 69.1 | 8.2 | 11.8 | 1.1 | - | - | - | - | - |
| St. Paul, MN | 6 | 1415.4 | 81.5 | 5.8 | 11.4 | - | - | - | - | - |
| Baton Rouge, LA | 1 | 32.0 | 3.2 | 10.0 | 0.5 | - | - | - | - | - |
| Greensboro, NC | - | - | - | - | - | - | - | - | - | - |
| Canton, OH | - | - | - | - | - | - | - | - | - | - |
| Norfolk, VA | 8 | 284.9 | 20.5 | 7.2 | 3.4 | - | - | - | - | - |
| Harrisburg, PA | - | - | - | - | - | 3 | 527.4 | 81.0 | 15.4 | 14.6 |
| Raleigh, NC | 5 | 339.2 | 63.0 | 18.6 | 11.4 | - | - | - | - | - |
| Battle Creek, MI | - | - | - | - | - | - | - | - | - | - |
| Corp. Theatre, NY | - | - | - | - | - | - | - | - | - | - |
| Charleston, WV | - | - | 0.0 | - | 0.0 | - | - | - | - | - |
| Broome County, NY | 1 | 66.0 | 12.9 | 19.6 | 2.8 | - | - | - | - | - |
| Natl Fund/Dance, NY | - | - | - | - | - | - | - | - | - | - |
| Houston, TX | - | - | - | - | - | - | - | - | - | - |
| Durham, NC | - | - | - | - | - | - | - | - | - | - |
| Erie, PA | 1 | 75.1 | 1.9 | 2.5 | 0.7 | 1 | 111.7 | 56.6 | 50.7 | 20.0 |
| Mobile, AL | - | - | - | - | - | - | - | - | - | - |
| Grand Rapids, MI | 6 | 567 8 | 38.5 | 6.8 | 14.6 | - | - | - | - | - |
| High Point, NC | - | - | - | - | - | - | - | - | - | - |
| Catawba Cnty, NC | 1 | 84.4 | 18.7 | 22.2 | 7.2 | 1 | 106.8 | 13.0 | 12.2 | 5.0 |
| Wausau, WI | 1 | 28.9 | 7.3 | 25.1 | 2.9 | - | - | - | - | - |
| The Depot (Duluth, MN) | 1 | 20.7 | 4.1 | 19.5 | 1.8 | 1 | 240.3 | 8.0 | 3.3 | 3.5 |
| District of Columbia | - | - | - | - | - | - | - | - | - | - |
| Chautauqua Cnty, NY | - | - | - | - | - | - | - | - | - | - |
| Dutchess County, NY | - | - | - | - | - | - | - | - | - | - |
| Asheville, NC | - | - | - | - | - | - | - | - | - | - |
| St. Joseph, MO | 2 | 25.6 | 3.7 | 14.6 | 2.1 | 2 | 266.4 | 79.5 | 29.8 | 45.6 |
| Columbus, IN | - | - | - | - | - | - | - | - | - | - |
| Jackson, TN | - | - | - | - | - | - | - | - | - | - |
| Reading, PA | 7 | 338.5 | 53.2 | 15.7 | 39.9 | - | - | - | - | - |
| Rapid City, SD | 3 | 123.4 | 14.8 | 12.0 | 13.2 | - | - | - | - | - |
| Lawton, OK | - | - | - | - | - | - | - | - | - | - |
| Newton, MA | - | - | - | - | - | - | - | - | - | - |
| Rock Hill, SC | 1 | 23.2 | 5.5 | 23.7 | 7.2 | 1 | 120.4 | 17.0 | 14.1 | 22.3 |
| Albany, GA | 1 | 6.6 | 1.1 | 16.7 | 1.8 | 2 | 262.0 | 7.3 | 2.7 | 12.0 |
| Rowan County, NC | 3 | 25.1 | 1.5 | 6.1 | 2.9 | 2 | 80.5 | 9.8 | 12.2 | 18.5 |
| Rockland County, NY | - | - | - | - | - | - | - | - | - | - |
| Columbia, SC | - | - | - | - | - | - | - | - | - | - |
| Parkersburg, WV | - | - | - | - | - | - | - | - | - | - |
| Manchester, NH | - | - | - | - | - | - | - | - | - | - |
| Lexington, NC | - | - | - | - | - | - | - | - | - | - |
| **TOTAL** | **102** | **12712.5** | **1197.7** | | | **44** | **16577.2** | **1964.6** | | |
| **Averages** | **1.7** | **215.5** | **20.3** | | | **0.7** | **281.0** | **33.6** | | |

## EXHIBIT D-8: ALLOCATIONS TO ARTS EDUCATION AND OTHER

| | Arts Education | | | | | Other | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| United Arts Fund | No. Funded | Total Op. Budget | Total Allocated | % of Op. Bud. | % UAF Funds | No. Funded | Total Op. Budget | Total Allocated | % of Op. Bud. | % UAF Funds |
| Music Center (L.A.) | 1 | 2496.0 | 575.0 | 23.0 | 4.5 | - | - | - | - | - |
| Milwaukee, WI | - | - | - | - | - | - | - | - | - | - |
| Cincinnati, OH | - | - | - | - | - | 1 | 179.0 | 173.2 | 96.8 | 3.0 |
| Lincoln Center, NY | - | - | - | - | - | - | - | - | - | - |
| Orlando, FL | - | - | - | - | - | 1 | 1958.5 | 705.6 | 36.0 | 14.1 |
| Louisville, KY | - | - | - | - | - | - | - | - | - | - |
| Atlanta, GA | - | - | - | - | - | - | - | - | - | - |
| Charlotte, NC | 1 | 561.3 | 143.1 | 25.5 | 4.4 | 1 | 78.0 | 9.0 | 11.5 | 0.3 |
| St. Louis, MO | 2 | 1911.8 | 115.0 | 6.0 | 4.5 | - | - | - | - | - |
| Seattle, WA | - | - | - | - | - | 5 | 1352.1 | 32.5 | 2.4 | 1.4 |
| Memphis, TN | 1 | 2850.0 | 83.0 | 2.9 | 4.5 | 1 | 54.0 | 4.7 | 8.7 | 0.3 |
| Dayton, OH | 1 | 624.6 | 80.0 | 12.8 | 4.9 | 1 | 326.1 | 56.0 | 17.2 | 3.4 |
| Winston-Salem, NC | - | - | - | - | - | - | - | - | - | - |
| Fort Worth, TX | - | - | - | - | - | - | - | - | - | - |
| Hartford, CT | 7 | 1677.3 | 77.5 | 4.6 | 5.5 | 1 | 261.0 | 40.0 | 15.3 | 2.9 |
| Omaha, NE | - | - | - | - | - | - | - | - | - | - |
| Chattanooga, TN | - | - | - | - | - | - | - | - | - | - |
| Oklahoma City, OK | - | - | - | - | - | - | - | - | - | - |
| Birmingham, AL | - | - | - | - | - | - | - | - | - | - |
| New Orleans, LA | - | - | - | - | - | - | - | - | - | - |
| Fort Wayne, IN | - | - | - | - | - | 1 | 40.6 | 5.5 | 13.6 | 0.5 |
| Westchester Cnty, NY | 2 | 2845.4 | 39.0 | 1.4 | 4.8 | 4 | 2781.1 | 50.1 | 1.8 | 6.1 |
| Lexington, KY | - | - | - | - | - | - | - | - | - | - |
| St. Paul, MN | - | - | - | - | - | 5 | 2529.6 | 120.1 | 4.7 | 16.9 |
| Baton Rouge, LA | 1 | 782.0 | 82.9 | 10.6 | 12.8 | 3 | 820.0 | 62.4 | 7.6 | 9.6 |
| Greensboro, NC | - | - | - | - | - | - | - | - | - | - |
| Canton, OH | - | - | - | - | - | - | - | - | - | - |
| Norfolk, VA | 1 | 39.6 | 25.0 | 63.2 | 4.1 | 3 | 211.7 | 17.0 | 8.0 | 2.8 |
| Harrisburg, PA | - | - | - | - | - | - | - | - | - | - |
| Raleigh, NC | - | - | - | - | - | 1 | 320.4 | 37.0 | 11.5 | 6.7 |
| Battle Creek, MI | - | - | - | - | - | - | - | - | - | - |
| Corp. Theatre, NY | - | - | - | - | - | - | - | - | - | - |
| Charleston, WV | - | - | - | - | - | - | - | - | - | - |
| Broome County, NY | 1 | 145.4 | 8.4 | 5.8 | 1.8 | - | - | - | - | - |
| Natl Fund/Dance, NY | - | - | - | - | - | - | - | - | - | - |
| Houston, TX | - | - | - | - | - | - | - | - | - | - |
| Durham, NC | - | - | - | - | - | - | - | - | - | - |
| Erie, PA | - | - | - | - | - | - | - | - | - | - |
| Mobile, AL | - | - | - | - | - | - | - | - | - | - |
| Grand Rapids, MI | - | - | - | - | - | 2 | 267.8 | 19.5 | 7.3 | 7.4 |
| High Point, NC | - | - | - | - | - | - | - | - | - | - |
| Catawba Cnty, NC | 1 | 482.6 | 36.6 | 7.6 | 14.1 | 1 | 190.7 | 22.4 | 11.7 | 8.6 |
| Wausau, WI | 2 | 425.5 | 28.4 | 6.7 | 11.5 | - | - | - | - | - |
| The Depot (Duluth, MN) | 1 | 147.6 | 30.6 | 20.7 | 13.5 | - | - | - | - | - |
| District of Columbia | - | - | - | - | - | - | - | - | - | - |
| Chautauqua Cnty, NY | - | - | - | - | - | - | - | - | - | - |
| Dutchess County, NY | - | - | - | - | - | - | - | - | - | - |
| Asheville, NC | - | - | - | - | - | - | - | - | - | - |
| St. Joseph, MO | - | - | - | - | - | - | - | - | - | - |
| Columbus, IN | - | - | - | - | - | - | - | - | - | - |
| Jackson, TN | - | - | - | - | - | - | - | - | - | - |
| Reading, PA | - | - | - | - | - | - | - | - | - | - |
| Rapid City, SD | - | - | - | - | - | - | - | - | - | - |
| Lawton, OK | - | - | - | - | - | 1 | 10.3 | 1.8 | 17.9 | 2.2 |
| Newton, MA | - | - | - | - | - | - | - | - | - | - |
| Rock Hill, SC | - | - | - | - | - | - | - | - | - | - |
| Albany, GA | - | - | - | - | - | - | - | - | - | - |
| Rowan County, NC | - | - | - | - | - | - | - | - | - | - |
| Rockland County, NY | - | - | - | - | - | - | - | - | - | - |
| | | | | | | | | | | |
| Columbia, SC | - | - | - | - | - | - | - | - | - | - |
| Parkersburg, WV | - | - | - | - | - | - | - | - | - | - |
| Manchester, NH | - | - | - | - | - | - | - | - | - | - |
| Lexington, NC | - | - | - | - | - | - | - | - | - | - |
| **TOTAL** | **22** | **14989.1** | **1324.5** | | | **32** | **11381.0** | **1356.9** | | |
| **Averages** | **0.4** | **254.1** | **22.4** | | | **0.5** | **192.9** | **23.0** | | |

**EXHIBIT D-9: UAF CAMPAIGN AND ORGANIZATIONAL EXPENSES**

| | ANNUAL UAF CAMPAIGN | | | | | | TOTAL ORGANIZATIONAL COSTS | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| United Arts Fund | Personnel Expenses | Campaign Promotion | Other Direct | General Admin. | Other | Total | Personnel Expenses | Marketing/ Promotion | Programs/ Services | General Admin. | Other | Total |
| Music Center (L.A.) | 1,350,079 | 631,368 | 112,088 | 178,961 | (103,778) | 2,168,718 | 2,529,976 | 205,141 | 707,709 | 545,528 | (660,004) | 3,328,350 |
| Milwaukee, WI | 377,875 | 254,915 | 35,113 | - | - | 667,903 | 542,946 | 254,915 | - | 639,752 | - | 1,437,613 |
| Cincinnati, OH | 418,573 | 52,290 | 60,897 | 55,268 | 9,042 | 596,070 | 620,725 | 57,348 | 60,897 | 130,665 | 5,576 | 875,211 |
| Lincoln Center, NY | - | - | - | - | - | - | - | - | - | - | - | - |
| Orlando, FL | - | - | - | - | - | - | - | - | - | - | - | - |
| Louisville, KY | - | - | - | - | - | - | - | - | - | - | - | - |
| Atlanta, GA | - | - | - | - | - | - | - | - | - | - | - | - |
| Charlotte, NC | 143,000 | 46,700 | 4,000 | 25,000 | 5,500 | 224,200 | 537,750 | 72,200 | 378,250 | - | - | 988,200 |
| St. Louis, MO | 235,715 | 108,173 | 14,750 | 55,691 | - | 414,329 | 418,809 | 112,610 | 51,201 | 110,255 | - | 692,875 |
| Seattle, WA | 80,704 | 12,367 | 8,247 | 33,862 | - | 135,180 | 221,936 | 135,180 | 116,756 | - | - | 473,872 |
| Memphis, TN | 87,686 | 35,318 | 20,050 | 34,462 | 3,740 | 181,256 | 306,570 | 71,522 | 26,000 | 33,905 | 10,196 | 448,193 |
| Dayton, OH | - | 69,819 | 16,242 | - | 26,743 | 112,804 | 240,832 | 93,174 | 19,679 | 62,883 | 94,024 | 510,592 |
| Winston-Salem, NC | 92,700 | 20,839 | 22,336 | 5,711 | - | 141,586 | 614,176 | 41,731 | 68,078 | 63,439 | 351,250 | 1,138,674 |
| Fort Worth, TX | - | - | - | - | - | - | - | - | - | - | - | - |
| Hartford, CT | 98,000 | 10,100 | 22,500 | 10,000 | 7,700 | 148,300 | 229,450 | 15,000 | - | 79,950 | - | 324,400 |
| Omaha, NE | - | - | - | - | - | - | - | - | - | - | - | - |
| Chattanooga, TN | 93,805 | 23,043 | - | 50,660 | - | 167,508 | 187,610 | 101,721 | 146,594 | 101,320 | 1,521,603 | 2,058,848 |
| Oklahoma City, OK | 15,581 | 75,341 | 18,294 | - | - | 109,216 | 123,144 | - | - | 61,569 | - | 184,713 |
| Birmingham, AL | 74,500 | 7,000 | 2,000 | 12,300 | - | 95,800 | 74,500 | 9,000 | - | 12,300 | - | 95,800 |
| New Orleans, LA | - | - | - | - | - | - | - | - | - | 757 | - | 757 |
| Fort Wayne, IN | 82,875 | 53,029 | 7,655 | 5,778 | 2,952 | 152,289 | 384,763 | - | 748,969 | 112,929 | 139,147 | 1,385,808 |
| Westchester Cnty, NY | 55,000 | 10,000 | - | - | 24,000 | 89,000 | 460,543 | 25,000 | - | - | 1,082,575 | 1,568,118 |
| Lexington, KY | 57,074 | 15,550 | - | - | - | 72,624 | 173,227 | 15,550 | 20,210 | 40,861 | 70,248 | 320,096 |
| St. Paul, MN | 81,782 | 123,931 | 17,422 | 100,685 | 6,997 | 330,817 | 154,721 | 142,319 | 506,817 | 33,777 | - | 837,634 |
| Baton Rouge, LA | - | - | - | - | - | - | - | - | - | - | - | - |
| Greensboro, NC | - | - | - | - | - | - | - | - | - | - | - | - |
| Canton, OH | 110,234 | 28,589 | 5,917 | 10,056 | 3,555 | 158,351 | 387,696 | 17,428 | 104,183 | 23,282 | 449,890 | 982,479 |
| Norfolk, VA | - | - | - | - | - | - | 18,839 | - | - | 6,641 | - | 25,480 |
| Harrisburg, PA | 120,153 | 5,000 | 6,500 | 3,300 | - | 134,953 | 12,450 | 15,000 | - | 3,600 | 2,000 | 33,050 |
| Raleigh, NC | 26,381 | 63,217 | - | 61,214 | - | 150,812 | 186,028 | 89,812 | 18,190 | 91,446 | - | 385,476 |
| Battle Creek, MI | - | - | - | - | - | - | - | - | - | - | - | - |
| Corp. Theatre, NY | - | - | - | - | - | - | - | - | - | - | - | - |
| Charleston, WV | - | - | - | - | - | - | - | - | - | - | - | - |
| Broome County, NY | 33,257 | 3,030 | 1,575 | 6,500 | 3,000 | 47,362 | 66,514 | 4,700 | 20,000 | 4,620 | - | 95,834 |
| Natl Fund/Dance, NY | 74,566 | - | - | 13,113 | - | 87,679 | 30,000 | - | 308,900 | 14,440 | - | 353,340 |
| Houston, TX | - | - | - | - | - | - | - | - | - | - | - | - |
| Durham, NC | - | - | - | - | - | - | - | - | - | - | - | - |
| Erie, PA | - | - | - | - | - | - | - | - | - | - | - | - |
| Mobile, AL | - | - | - | - | - | - | - | - | - | - | - | - |
| Grand Rapids, MI | 46,057 | 29,570 | 9,949 | 13,035 | - | 98,611 | 86,361 | 33,713 | 248,340 | 39,925 | 6,689 | 415,028 |
| High Point, NC | - | - | - | - | - | - | - | - | - | - | - | - |
| Catawba Cnty, NC | 975 | 9,010 | 1,414 | - | 1,000 | 12,400 | 107,890 | 9,779 | 68,325 | 285,263 | - | 471,257 |
| Wausau, WI | 11,487 | 10,600 | 4,326 | 12,000 | 435 | 38,848 | 214,404 | 38,525 | 291,430 | 37,174 | 111,213 | 692,746 |
| The Depot (Duluth, MN) | 32,159 | 7,500 | 2,000 | 1,380 | 8,000 | 51,039 | 440,000 | 65,000 | - | 752,000 | - | 1,257,000 |
| District of Columbia | - | - | - | - | - | - | - | - | - | - | - | - |
| Chautauqua Cnty, NY | - | - | - | - | - | - | - | - | - | - | - | - |
| Dutchess County, NY | 20,000 | 12,000 | 1,890 | 1,000 | - | 34,890 | 113,852 | 22,186 | 14,629 | 28,190 | - | 178,857 |
| Asheville, NC | 10,000 | 6,000 | 4,250 | - | 20,250 | 40,500 | 72,600 | 6,000 | 5,000 | 12,000 | 15,000 | 110,600 |
| St. Joseph, MO | 21,916 | 3,895 | 5,271 | 3,226 | - | 34,308 | 58,027 | 19,768 | 142,525 | 13,053 | - | 233,373 |
| Columbus, IN | - | - | - | - | - | - | - | - | - | - | - | - |
| Jackson, TN | - | - | - | - | - | - | - | - | - | - | - | - |
| Reading, PA | 76,204 | 15,770 | 4,196 | - | - | 96,170 | - | 3,740 | 15,000 | 49,020 | - | 67,761 |
| Rapid City, SD | 16,760 | 7,091 | 2,058 | 5,022 | - | 30,931 | - | - | - | - | - | - |
| Lawton, OK | - | 2,500 | 290 | - | - | 2,790 | 9,100 | 1,120 | - | 2,490 | 1,500 | 14,210 |
| Newton, MA | - | - | - | - | - | - | - | - | - | - | - | - |
| Rock Hill, SC | 3,500 | - | 3,710 | - | - | 7,210 | 3,500 | 3,710 | - | - | 275 | 7,485 |
| Albany, GA | 3,500 | 1,500 | 500 | 500 | - | 6,000 | 33,500 | 15,000 | 25,000 | 500 | - | 74,000 |
| Rowan County, NC | - | 2,495 | - | - | - | 2,495 | 30,595 | - | 16,995 | 16,502 | - | 64,092 |
| Rockland County, NY | - | - | - | - | - | - | - | - | - | - | - | - |
| Columbia, SC | - | - | - | - | - | - | - | - | - | - | - | - |
| Parkersburg, WV | - | - | - | - | - | - | - | - | - | - | - | - |
| Manchester, NH | - | - | - | - | - | - | - | - | - | - | - | - |
| Lexington, NC | - | - | - | - | - | - | - | - | - | - | - | - |
| **TOTAL** | **3,952,099** | **1,757,550** | **415,440** | **698,724** | **19,136** | **6,842,949** | **9,693,034** | **1,697,893** | **4,129,677** | **3,410,036** | **3,201,182** | **22,131,821** |
| **Percentage** | **57.8** | **25.7** | **6.1** | **10.2** | **0.3** | | **43.8** | **7.7** | **18.7** | **15.4** | **14.5** | |

Note: Total general administrative expenses for Milwaukee includes administrative costs, bad debt and other expenses.

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---

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